Board of Trade Journal

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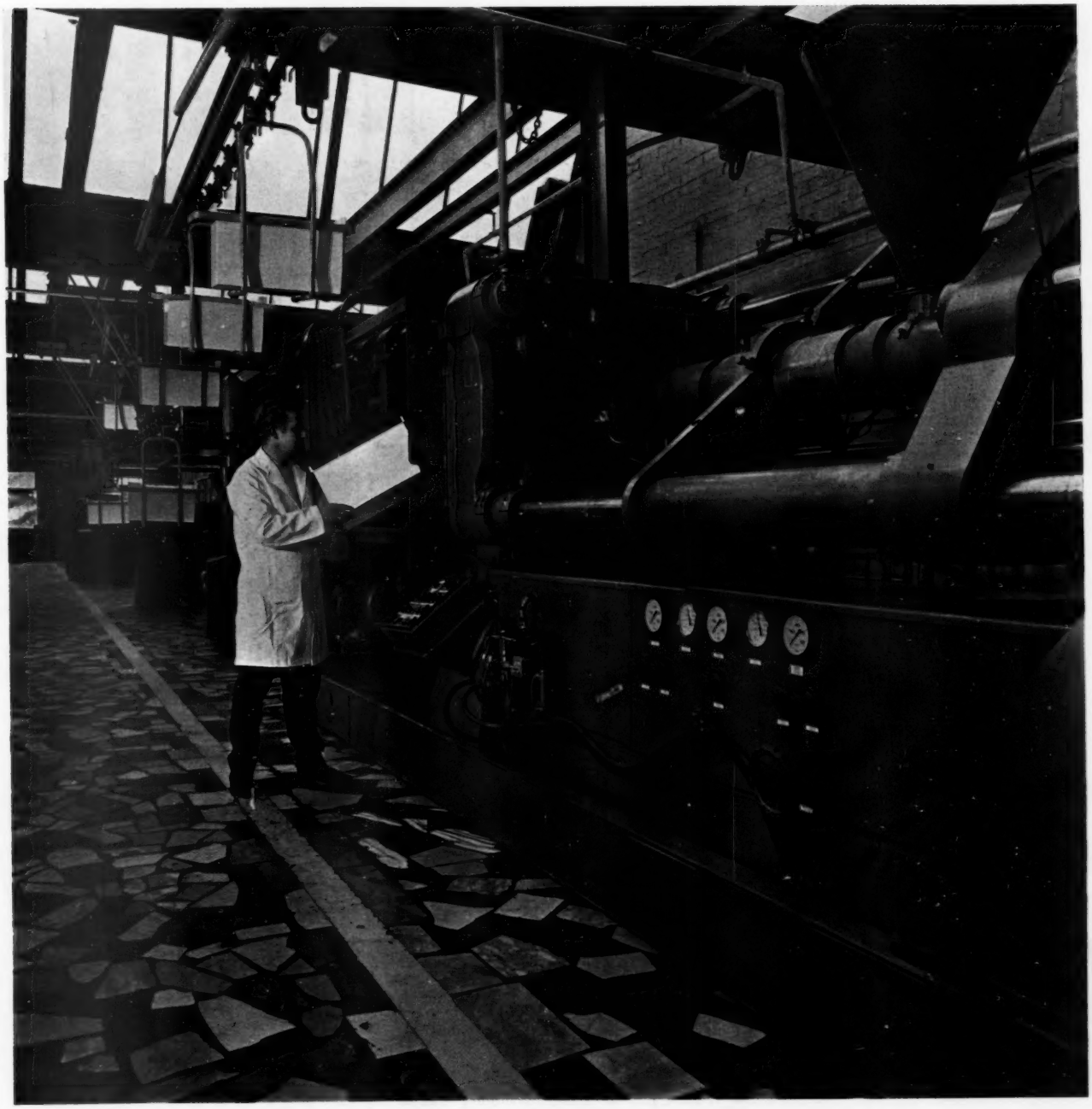

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Board of Trade Journal

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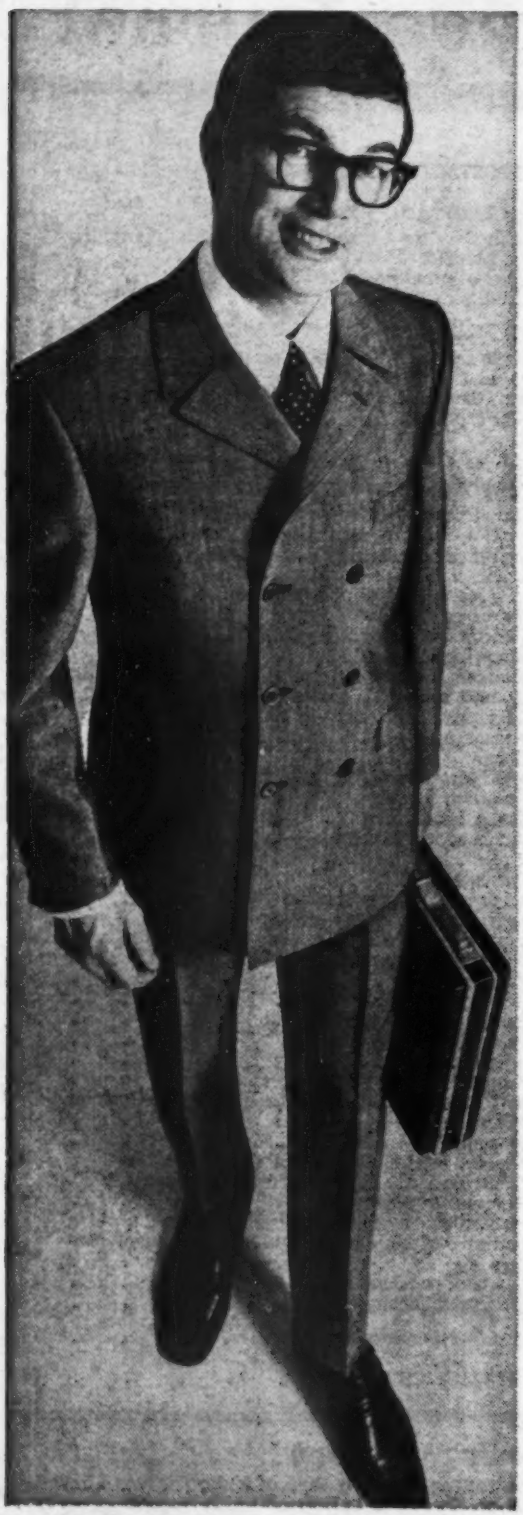
Front cover photograph

A view of part of the moulding shop of Valor Cisterns Limited of Ilkley, Yorkshire. One of a battery of highly specialized custom-built injection moulding machines of the type shown, produce flushing cistern mouldings at the rate of 40 per hour on a round-the-clock programme. Valor Cisterns Limited are believed to be the world's largest manufacturers of injection moulded sanitary equipment and export over 25 per cent of their production to world markets.



How come smart young Americans say 'Gee'?

It all started after Cecil Gee decided to call Export Intelligence

CECIL GEE began in 1935. They specialise in high-quality 'Young Executive' menswear, which they design themselves and retail through their many outlets.

They came to Export Intelligence 18 months ago. Cecil Gee were already exporting to Europe but wanted to expand their export markets. It was decided that the U.S. market had the right openings. A Cecil Gee director flew to New York with an introduction from Export Intelligence to the British Consulate-General who put him in touch with menswear buyers. In addition, the British Information Service arranged suitable publicity. Just before he returned, the director landed an order for 750 sheepskin coats. "That paid for the trip"

Financial help

A follow-up visit six months later was less successful, though Cecil Gee were certain the potential was there. Then Export Intelligence suggested they took part in a New York venture sponsored by the Clothing Export Council. Under the Board of Trade's Joint Venture Scheme all the firms taking part qualified for various forms of help, including half the air travel and half the joint advertising costs. Cecil Gee jumped at the chance.

Established

The venture was a success. A big store gave them a shop within a shop with display facilities on 5th Avenue. But their trip last October was the big one. A fashion show—again sponsored by the Clothing Export Council under the Board of Trade—brought Cecil Gee $256,000 worth of business. "That show clinched it for us."

Tribute to Export Intelligence

They pay tribute to the assistance received from Export Intelligence. Of the financial help under the Joint Venture Scheme they say "we couldn't have made the progress we did without it". Also they thought the publicity terrific—"everyone knew we were around from the beginning". In 18 months Cecil Gee have grown to be a successful exporter to the U.S.A.—"thanks to Export Intelligence".

How Export Intelligence can help you

We can assist with your special export problems, point out your best overseas markets, introduce you to foreign agents and buyers, and help plan a trip abroad for you. We can supply status reports on foreign firms, advise on Tariff and Import regulations, give details of overseas contracts out for tender, and even provide a free stand at Joint Ventures in overseas fairs and assist with collective advertising. Our service is free, practical and confidential (the facts in this advertisement are published with the full approval of Cecil Gee International). Take the first step now by ringing one of the numbers below.

Export Handbooks

The Board of Trade has issued three Export Handbooks—'*Services for British Exporters*', '*ECGD Credit Insurance and Financial Support Services*' and '*Organisation for Overseas Marketing*'. Together they contain 200 pages of information that every exporter should have. To get as many free copies of these three Handbooks as you require for day-to-day use by your export staff, write now to the U.K. Publicity Section, Information Division, Board of Trade, 1 Victoria Street, London, S.W.1.

Call us at H.Q. London:
01-248 9633. Telex 886143

Or call us at: Belfast (Ministry of Commerce) 0232 34488 Telex 74578 · Birmingham 021-643 8221 Telex 33702 · Bristol 0272 21071 Telex 44214 · Cardiff 0222 65426 Telex 49267
Colwyn Bay 0492 44261 · Glasgow 041-CIT 2855 Telex 77583 · Inverness 0463 30867/8 · Leeds 0532 20485 Telex 55472 · London (South Eastern Counties 01-828 4355 Telex 5091 · (Eastern Counties)
01-828 6271 Telex 25991 · Manchester 061-DEA 9321 Telex 66104 · Newcastle 0632 27575 Telex 53178 · Cockermouth 0900-82 3498/9. · (*For local calls consult dialling instructions.*)

THE BRITISH STANDARDS INSTITUTION OFFERS

Technical help service for exporters

Mr. G. T. Fowler (right), Parliamentary Secretary to the Ministry of Technology, and Mr. J. F. Roberts, general manager of Hemel Hempstead, at BSI's THE Centre.

Mr. Roberts reviewing some of the technical digests covering regulations concerning electrical equipment in 16 countries.

'I AM SURE that there are many who would pay it the ultimate compliment of saying: "what an excellent idea – why did nobody think of it before?".'

The speaker was Mr. G. T. Fowler, Joint Parliamentary Secretary to the Ministry of Technology, talking to a group of industrial organizations recently. He was referring to the British Standards Institution's Technical Help to Exporters service, inaugurated last year.

Mr. Fowler was, in fact, simply reinforcing tributes which have been coming in over the months from a variety of exporting companies all over Britain. 'Will assist considerably towards expanding export sales' . . . 'we only wish we had seen you months ago' . . . 'invaluable assistance' – the letters come in from manufacturing interests all over Britain to add testimony to the practical nature of the scheme.

It is this aspect which accounts for the growth of the service in a little over a year: practical advice and guidance, product by product, are an adjunct to the publication of a number of digests which unravel a tangle of statutory and non-statutory regulations governing the sale and operation of goods and materials in important overseas markets.

Mr. Anthony Wedgwood Benn, Minister of Technology, recently emphasized in a major speech that the technological barriers to international trade were now replacing the economic barriers as a hazard to exporters. This has been well known for some time by British exporters faced with various performance and safety standards and regulations in different countries – particularly in the electrical field – whenever they attempted to market a new product or enter a new export market.

One of the difficulties has always been in discovering the exact nature of the requirements to be met and their interpretation in practical terms. Another time and money-consuming necessity is in having the titles of all the regulations to hand, not only from the point of view of production planning for a single product being exported to a number of countries, but for items to be incorporated in larger products that are, after completion overseas, to be re-exported. This is where the THE scheme operated by BSI's centre at Hemel Hempstead offers a service which is unique in Europe and probably in the world.

The service consists of three main branches of assistance: the publication of technical digests detailing the statutory and other regulations governing goods and equipment in overseas countries; advice and guidance on specification difficulties relating to export markets, whether these are covered in the digests or not; and negotiations for reciprocal testing agreements between the various countries.

BSI's 05 information leaflet, reproduced overleaf, shows that 23 digests have been published relating to the requirements concerning electrical goods, and boilers and pressure vessels in 14 European countries, Australia, and by the Underwriters' Laboratories of the United States. There is also another digest related to motor vehicle safety belts for Australia.

The electrical digests were produced first because it was considered that overseas regulations in this field were the most complex and the service would materially assist a large number of British exporters. But, in fact, a few weeks after this article appears the form of these digests will have become very much more compre-

(Continued on page 566)

THE BRITISH STANDARDS INSTITUTION

Technical help to exporters section information leaflet No. 05 — August 1967

Introduction

THE TECHNICAL HELP TO EXPORTERS section (THE) of the British Standards Institution, operating from the Hemel Hempstead Centre, was set up in 1966 to provide comprehensive technical help to exporting manufacturers.

Services provided

The purpose is to provide manufacturers with all kinds of technical help in exporting any kind of commodity and the services fall into the following main categories:

(a) Identification and provision of overseas specifications and national standards and assistance in their interpretation. Help will be provided with the translation of regulations and technical specifications, whenever practical. Manufacturers are invited to inform THE when they have translations of individual specifications which they would consider making generally available.
(b) Detailed information on regulations and approval systems.
(c) Assistance with specific technical problems arising from contracts or manufacturers' inquiries into new overseas markets.
(d) Assistance to manufacturers in obtaining test certificates or approval and in arranging for testing and factory investigation to be carried out in the United Kingdom, if this is acceptable to overseas organizations.

Methods of operation

A planned programme of work has been set up with a view to methodically investigating technical export problems in individual industries and in relation to the requirements existing in overseas countries. The information obtained is published in the form of technical digests which define and describe all appropriate specifications, associated national and provincial approval systems, their procedures and cost. The service is constantly being reviewed and extended.

Cost of services

The work is sponsored by the Government and all services except the following are provided without charge:

(a) THE engineers will visit manufacturers' works on request to advise on particularly difficult technical problems. These visits are charged to manufacturers at cost.
(b) Where extensive translations are required, a manufacturer may be required to defray part of the cost.
(c) Automatic mailing services are set up in each field of operation as it becomes established and manufacturers are encouraged to join this mailing system at an annual fee of £2 per mailing list.

Mailing service

Payment of each mailing fee will ensure automatic receipt of

List of Technical Digests—January 1968

PUBLISHED TO DATE

Electrical

No.	1	Issue 1:	Sept.	1966	Finland
No.	2	Issue 1:	Oct.	1966	Sweden
No.	3	Issue 1:	Oct.	1966	Denmark
No.	4	Issue 1:	Oct.	1966	Norway
No.	5	Issue 1:	Dec.	1966	France
No.	6	Issue 1:	Dec.	1966	West Germany
No.	7	Issue 1:	Dec.	1966	Holland
No.	8	Issue 1:	Feb.	1967	Italy
No.	9	Issue 1:	Feb.	1967	Spain
No.	10	Issue 1:	Feb.	1967	Portugal
No.	11	Issue 1:	March	1967	Belgium
No.	12	Issue 1:	March	1967	Luxembourg
No.	13	Issue 1:	March	1967	Switzerland
No.	14	Issue 1:	March	1967	Austria
No.	15	Issue 1:	July	1967	Underwriters' Laboratories, Inc. (United States)
No.	16	Issue 1:	August	1967	Australia – Flammable Atmospheres

Boilers and pressure vessels

No.	501	Issue 1:	July	1967	Italy
No.	502	Issue 1:	July	1967	West Germany
No.	503	Issue 1:	July	1967	Holland

Boilers and pressure vessels, *continued*

No.	504	Issue 1:	Sept.	1967	France
No.	505	Issue 1:	Sept.	1967	Belgium
No.	506	Issue 1:	Oct.	1967	Sweden
No.	507	Issue 1:	Oct.	1967	Norway
No.	510	Issue 1:	Oct.	1967	Ireland

Miscellaneous

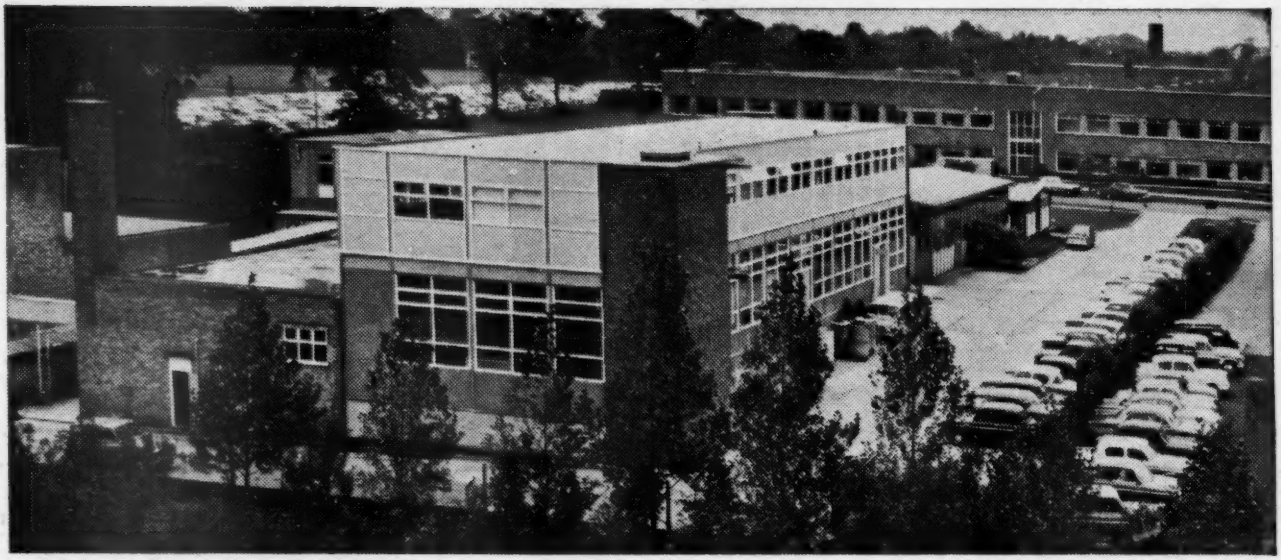
No.	1001	Issue 1:	Sept.	1967	Australia – Motor Vehicle Seat Belts

BEING PREPARED

Electrical

New digests for each country will be issued, and published digests re-issued, in three parts: A – Domestic and Commercial; B – Industrial; C – Flammable Atmospheres.

No. 1 (A, B, C)	Issue 2:	1968	Finland
No. 2 (A, B, C)	Issue 2:	1968	Sweden
No. 3 (A, B, C)	Issue 2:	1968	Denmark
No. 4 (A, B, C)	Issue 2:	1968	Norway
No. 6 (A, B, C)	Issue 2:	1968	West Germany
No. 7 (A, B, C)	Issue 2:	1968	Holland
No. 8 (A, B, C)	Issue 2:	1968	Italy



The Hemel Hempstead Centre showing the new floor added to an existing block to cope with the increasing demand on THE services.

digests, addendum sheets and binders. However, digests are available free of charge on specific request.

Additional information

Mailing services are being regularly extended and for this reason, details of them are included as separate sheets. Similarly, as new digests are being constantly published the details of digests already published and those in course of preparation are also given in a separate sheet.

BSI/CSA agency

This agency, operated for the Canadian Standards Association, deals with the approval of all electrical equipment being exported to Canada. All correspondence and inquiries should be addressed to: The Principal Officer, BSI/CSA Approval Agency, British Standards Institution, Maylands Avenue, Hemel Hempstead, Herts, Tel. Hemel Hempstead 2341. Telex 82424.

Board of Trade

Manufacturers who require assistance on the commercial aspects of export marketing, tariffs, trade regulations and advertising should seek advice from: Board of Trade, Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. Tel. 01-248 5757. Telex 886143.

Inquiries

All correspondence and inquiries relating to Technical Help to Exporters services should be addressed to: THE Section, British Standards Institution, Maylands Avenue, Hemel Hempstead, Herts. Tel. Hemel Hempstead 2341. Telex 82424.

Electrical, *continued*

No. 9 (A, B, C)	Issue 2:	1968	Spain
No. 10 (A, B, C)	Issue 2:	1968	Portugal
No. 11 (A, B, C)	Issue 2:	1968	Belgium
No. 12 (A, B, C)	Issue 2:	1968	Luxembourg
No. 13 (A, B, C)	Issue 2:	1968	Switzerland
No. 14 (A, B, C)	Issue 2:	1968	Austria
No. 17	Issue 1:	1968	Domestic appliances: comparison of British and CEE standards
No. 18 (A, B, C)	Issue 1:	1968	Ireland

Boilers and pressure vessels

No. 508	Issue 1:	1967	Denmark
No. 509	Issue 1:	1967	Finland
No. 511	Issue 1:	1967	Austria
No. 512	Issue 1:	1967	Switzerland
No. 513	Issue 1:	1967	Luxembourg
No. 514	Issue 1:	1967	Australia
No. 515	Issue 1:	1967	Spain
No. 516	Issue 1:	1967	Portugal
No. 517	Issue 1:	1968	Canada

Miscellaneous

No. 1002	Issue 1:	1967	Life Jackets and Buoyancy Vests
No. 1003	Issue 1:	1968	Australia – Motor Cycle Helmets

PLANNED

Electrical

Australia	(A, B)
New Zealand	(A, B, C)
United States	(A, B, C)
South Africa	(A, B, C)
Other countries	(A, B, C)

Boilers and pressure vessels

Other countries in Europe, Poland, Yugoslavia, East Germany and Czechoslovakia.

Miscellaneous

Various subjects, possibly including Car Seat Belts in the United States and elsewhere.

BSI/CSA AGENCY PUBLICATIONS AVAILABLE

PD 1533 Sixth edition, July 1967, 'Information for manufacturers exporting to Canada'.

PD 1870 Sixth edition, July 1967, 'List of United Kingdom equipment CSA approved'.

BSI, *continued*

hensive. Each of the single digests in existence will be re-issued in three parts, covering equipment for Domestic and Commercial, Industrial and Flammable Atmospheres divisions. The first of these groups – for Denmark – is now being printed and the remaining re-issues for Western Europe will follow within the next few months.

The boiler and pressure vessel digests cover the regulations concerning boilers and steam vessels, low-pressure vessels, aerosols, autoclaves, calorifiers, gas cylinders, road and rail tankers and a number of other items. The relevant specifications and codes of practice for the design, welding, fabrication and testing of equipment are given in easy reference form, together with details of compulsory approval and certification. The publications include appendices which list official approval bodies and which outline procedures.

Notwithstanding their importance in export commerce, these documents are only a beginning and field-work is already going on which will widen the scope of the THE service. A BSI engineer has recently visited South Africa to investigate the regulations there, not only for electrical goods and equipment and boilers and pressure vessels, but for machine tools machinery, cranes, conveyors, lifts and escalators. Digests on this work will be published shortly. Also on the progress chart in Hemel Hempstead at the moment are six more publications about Australian and New Zealand regulations, initial inquiries concerning South America, and the possibility of digests related to India. Preliminary discussions are also under way with the appropriate organizations in the United Kingdom with a view to establishing THE services for manufacturers for the building industry.

Perhaps the most valuable aspect of the THE digests is that all are compiled from on-the-spot investigation, invariably with first-hand co-operation of the various empowered authorities in the countries – and the information is verified by these authorities before being put into print. Wherever possible, visiting engineers obtain the experience of indigenous manufacturers, who have to interpret and apply their own regulations in every day conduct of business. Practical applications of the regulations within the various countries has been of considerable value in the related branch of THE service – that of direct technical assistance to manufacturers. 'What do I have to face in exporting automobile lighting equipment to Finland?' . . . 'what is the quickest method of obtaining Underwriters' Laboratory approval for switchgear?' . . . 'what installation standards have to be met in Sweden?' . . . such problems are all the more effectively solved because of the personal contacts made by THE engineers with staff in overseas organizations.

This part of the service extends far beyond the scope of the country and industry digests. THE will tackle any technical problem in exporting and is, in fact, currently handling some 400 telephoned, telexed and postal inquiries a month, a figure which is growing daily. Ship-to-shore gangway stresses, the earthquake loading requirements for microwave towers in Iran, and boiler-pressure vessel specifications in Hong Kong are an indication of the extraordinary variety included in these hundreds of monthly inquiries. BSI technical staff will visit a factory to meet sales, development and production staff to give advice on specific products destined for overseas markets, but demand on their time in administering the service is high and they prefer to meet company representatives at Hemel Hempstead. Such meetings have now become commonplace.

The series of visits to most European countries in the course of compiling the digests had other benefits. Now aware of the service being built up in Britain, certifying authorities, standards organizations and other authorities have responded with a considerable fund of goodwill – a foundation for the steady work now going on at Hemel Hempstead to enlarge its reciprocal testing facilities. The value of a network of such reciprocal arrangements to British exporting companies is considerable. Quite apart from the inevitable discussions accompanying prototypes or products for new markets which are submitted for approval and the cost of long-range communication, the inherent ease and convenience of British reciprocal testing are sufficient justification.

Part of the modern filing and indexing systems now necessary for the THE service.

In fact, BSI has acted as agents for some time for the Canadian Authorities apropos the approval of all types of electrical equipment, boilers and pressure vessels, welded fabrications, plumbing brass and oil heaters to be exported to Canada, and for factory inspections on behalf of the Canadian Standards Association. These agency services are continually expanding and now include equipment for flammable atmospheres in Australia and car safety belts in Australia. The Hemel Hempstead centre is now equipped with test equipment for testing to American Federal requirements for car safety belts and crash helmets and has completed agreements with a number of American States for authorized testing. New York, Michigan, Illinois, New Mexico, have agreed to accept BSI tests on crash helmets. Negotiations have been completed with the American Association for Motor Vehicle Administrators which has resulted in another 23 States now accepting BSI tests for car seat belts. In addition, New York, Pennsylvania, Illinois and six other States have also agreed to accept BSI certificates on belts.

Continuing negotiations are taking place to increase the number of these reciprocal testing agreements – which are all the more possible because of the goodwill which has been established during the first-hand collaboration on the digests. And the activity at Hemel Hempstead is being reinforced by the action of the Ministry of Technology under the Tripartite Agreement and by the work of BSI in the normal course of international collaboration on standards.

The Technical Help to Exporters service has the energetic support of the Government whose financial help has made the service available to industry and it has the very active co-operation of the Ministry of Technology. Manufacturers are encouraged to subscribe to the scheme at a modest fee and then automatically receive all digests. Inquiries are not restricted to members, however. Mr. J. P. Roberts, general manager of the Hemel Hempstead Centre, says: 'We are here to help British exporters place their goods or equipment in overseas markets and are ready to help remove any technical obstacle to this. We particularly want to assist the smaller company who is not exporting because the possible investigation costs and anxiety over regulations look too formidable to tackle. Our service is free and for them it could lead to painless entry into valuable export markets.'

Some 2,000 British companies are already members of THE and they and non-members are making 50,000 inquiries a year.

Further growth is inevitable with such a service – and welcome.

President speaks on Restrictive Trade Practices Act

MR. ANTHONY CROSLAND, President of the Board of Trade, announced in the House of Commons on February 14 that he proposed to introduce legislation to amend the Restrictive Trade Practices Act, 1956 during the course of the present Parliamentary session, Mr. Crosland said:

'I hope to introduce a Bill during the present session, broadly on the lines announced by my predecessor on February 28 and July 28 last year.

'I propose to include a provision which would enable me in appropriate cases to grant temporary exemption from registration under the 1956 Act to agreements which are positively beneficial to the national economy. My proposals will also include an additional defence for agreements which do not materially restrict competition, and the widening of the Board of Trade's powers in relation to insignificant agreements.

'In order to strengthen the legislation, I propose to seek power by Order to make information agreements registrable. I shall not proceed with the other main provision, designed to strengthen the legislation, which would have made it unlawful to enter into a registrable restrictive agreement without the leave of the Restrictive Practices Court. Instead I propose to include a simpler provision which would make any registrable restrictive agreement unlawful if it came into operation before registration, or if it were not registered within three months of its making, whichever was the earlier. Civil remedies for damages would be available to persons harmed by such an unlawful agreement.

'I also propose to make two additions to the proposals announced by my predecessor. First, in order to assist the operation of the Government's prices and incomes policy, I shall seek powers comparable with those contained in section 24 of the Prices and Incomes Act to enable the Government to exempt from registration price agreements made at the Government's request in support of the prices policy. Secondly, I shall propose an extension of the powers to take action against restrictive trade practices where this is found necessary under the Stockholm Convention and the Anglo Irish Free Trade Area Agreement.'

President to visit Scotland

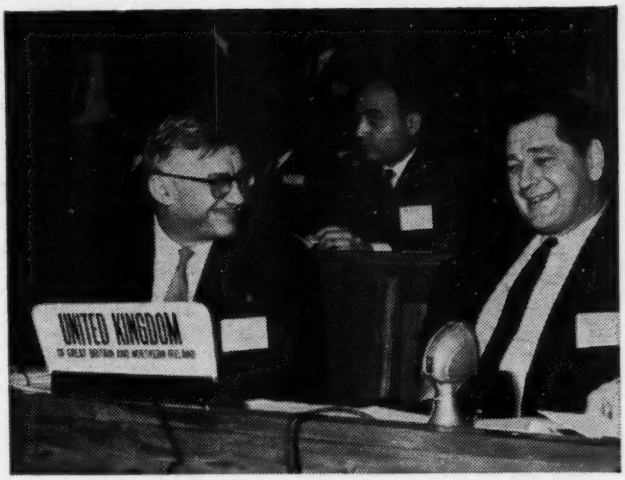
MR. ANTHONY CROSLAND, President of the Board of Trade, is to visit Scotland today and tomorrow (February 23 and 24). He will undertake the engagements planned for last month which had to be postponed due to pressure of Government business.

Mr. Crosland's visit begins in Edinburgh with a tour of the Castle and a call on the Lord Provost, after which he will visit Ferranti Ltd. and Leith Docks, where he will lunch. This afternoon he will travel to Newhouse Industrial Estate, Lanarkshire, to visit Euclid (GB) Ltd. and also make a brief tour of the Bellshill Industrial Estate.

Tomorrow (February 24) he will call on the Lord Provost of Glasgow before driving out to Cowlairs Railway workshops' site for which the Board of Trade is concluding purchase negotiations with British Rail. Later he will visit Cumbernauld and lunch with the Cumbernauld New Town Development Corporation. He returns to Glasgow to see the international football match between Scotland and England at Hampden Park.

BoT Permanent Secretary at BIM conference

SIR RICHARD POWELL, Permanent Secretary, Board of Trade, was the guest speaker on February 21 at a London conference organized by the British Institute of Management on financing overseas trade and investment. Sir Richard's speech on 'Overseas Trade and the Balance of Payments Problems' will be reported in next week's issue.



Mr. Anthony Crosland at the United Nations Conference on Trade and Development, New Delhi, earlier this month. Sitting to his right is Mr. Sidney Golt, an Under Secretary of the Board of Trade and leader of the United Kingdom delegation at official level.

Mr Darling speaks on IRC and Monopolies Commission

SPEAKING IN London on February 14 at 'The Guardian' conference on 'Management of Mergers', Mr. George Darling, Minister of State, Board of Trade, said that recent events had brought about a better understanding of the function of the Industrial Reorganization Corporation (the IRC) but nevertheless there might be some lingering doubts about the compatibility of the policies of the IRC and the Board of Trade which had powers to refer mergers to the Monopolies Commission for an examination of their implications for the national interest.

'Our aim through the IRC and other means open to us, is the development of a strong and competitive economy. In the past technological advances have derived in part from Government investment in defence and space but this is an expensive way of getting these benefits and it does not get down to the fundamental problems – the rationalization of key sectors of industry and the development of new ideas up to the production and marketing stages. Through the IRC and by other means we are encouraging rationalization.'

Mr. Darling continued that in all our efforts to improve industrial performance we must pay attention to overseas sales. 'It is a fact that the greater part of our overseas earnings comes from industries where research, marketing and capital are becoming increasingly important. Barriers to trade have been lowered and will be lowered further; we cannot be satisfied therefore with a structure of industry that inhibits British firms from being fully competitive with the most efficient groups in other countries. Several Economic Development Committees have been examining the need for rationalization in their industries including those for electrical and mechanical engineering, paper and board, rubber, wool textiles, food processing and confectionery. Though size is not everything, in many fields the need is clearly for stronger units, and this is bound to mean fewer units.

'The Monopolies and Mergers Act was enacted two and a half years ago. Since then we have examined the implications for the public interest of well over 200 mergers which were within the scope of that Act. Of these we have referred to the Monopolies Commission for further investigation only seven, in addition to two newspaper mergers which were automatically referred under the special provisions in the Act governing press amalgamations. To complete the picture I must add that after we had said that a refer-

ence would have to be made, the bid for Smith's Crisps by Imperial Tobacco was withdrawn. It is clear that we are not "opposed to mergers" as it is sometimes crudely represented. Our references to the Commission are confined to the relatively few mergers where we consider that the public interest would be served by an independent investigation by an impartial body.

'We fully recognize that investigations by the Monopolies Commission put the companies concerned to a considerable expenditure of effort and hard cash and consume valuable time of key executives. References to the Commission are not made lightly but nevertheless we consider that some proposed mergers clearly require investigations so that the full implications of the proposals for the national interest can be publicly examined. The major proposal for the merger of Barclays, Lloyds and Martins Bank has just been referred to the Monopolies Commission for this very purpose.

'To emphasise that our intervention applies to only a very small part of the total amalgamations which are taking place, I should remind you that our consideration is restricted only to the tip of the iceberg of mergers – namely those which either create or intensify a monopoly or involve the taking over of gross assets exceeding £5 million. Less than 3 per cent of these mergers of significance have been made subject to the investigation by the Commission and of these the Commission have found that only two were likely to have been against the public interest.'

Mr. Darling said: 'We are always pleased to give guidance on what our attitude is likely to be to a merger at a stage before the proposals have become public knowledge. We have given such confidential guidance at an early stage in several dozen cases and so far we have not felt it necessary to change our mind in the light of public reaction following the announcement of the proposals.

'A very important item of guidance and advice that we offer in all mergers is, that if the merger leads to the closing of a factory or factories, the social consequences of redundances must be considered and as long notice as possible should be given to us, and there must be full consultation with the appropriate trade union officers.

'It isn't good enough merely to put up a notice in the factory, or put a slip in the workpeoples' pay packets, to say that the reorganization means that their factory must close and the majority of the staff will therefore be sacked from a date only a short time away.

'However strong the reasons for closing a factory may be, in economic and commercial terms, it is completely unbusinesslike and socially unacceptable to be so abrupt, indeed so silly, as to poison management-labour relations.

'Workpeople may be just numbers and items in labour costs to the accountants, but they must be regarded as people, with rights and with responsibilities, as they are so recognized by sensible managements.

'If the appropriate government departments are given as much warning as possible of factory closures – in confidence – we can begin to prepare the steps that are needed to deal with the problem of finding alternative jobs; and if the union officers are called in, and the moves the managements have decided on explained to them at the earliest possible date, we can usually mount a combined operation that will avoid unemployment, and the fear of being unemployable which too frequently is unnecessarily engendered.

'In these days, managements have responsibilities to their employees, and to the communities in which they operate. These responsibilities are accepted by most managements, who fully understand that good relations with their workpeople are a commercial asset. In this, as in everything else, we want all managements to be as good as the best.

'I hope too that management, even though the main factors they will be taking into account will be commercial, will not lose sight of the broader issues of regional policy against which they are operating. Where rationalizations are going to lead to closures I would hope that as far as possible they will not take place in the less prosperous areas where the need for jobs is greatest. And that similarly when expansions are in train they will as far as possible go to the development areas where there is scope for expansion rather than increase congestion in the more prosperous parts of the Midlands and South East. It is economic sense as well as social sense if the regrouping of manufacturing to which mergers are bound to lead is concentrated in the development areas whenever this can be done without a significant loss of industrial efficiency.

'Perhaps I should say a word about the Industrial Expansion Bill. I have not mentioned this so far because, although action might be taken under this Bill to promote greater efficiency by assisting a merger, it will not be used to duplicate the work of the IRC and, in the merger field, the IRC will continue to play the major role.

'Failures can occur for a number of reasons. Sometimes there can be a clash of personalities, sometimes the companies are ill matched in terms of size or activity. Whatever the reason, the fundamental lesson is that the risk of failure can be minimized if the fullest and most searching study is undertaken at an early stage of negotiation; and very often this can best be achieved by calling upon the skills and experience of specialist organizations in the merger business.

'If, however, for one reason or another, perhaps merely through a change in circumstances, it becomes apparent that a corporate merger does not fulfil its earlier promise and indeed is regarded as a failure, with the consequent inefficient use of resources and scarce management talent, some form of corporate divorce, or regrouping, makes good sense.'

Thorn Electrical Industries-Radio Rentals

MR. ANTHONY CROSLAND, the President of the Board of Trade, authorized the following announcement on February 16.

'The Board of Trade are referring the proposed acquisition of Radio Rentals Ltd. by Thorn Electrical Industries Ltd. to the Monopolies Commission for investigation and report under the provisions of the Monopolies and Mergers Act, 1965. The Commission are being asked to report not later than four months from the making of the reference.

'Arrangements are being made for the merger to be held in abeyance during the period of the investigation.

'The Board emphasize that the decision to make a reference to the Commission does not in any way prejudge the question whether or not a merger is contrary to the public interest. It is for the Commission to report on this.'

Notes

The Monopolies and Mergers Act, 1965 came into force in August 1965. It empowers the Monopolies Commission to investigate proposed or actual mergers following a reference by the Board of Trade.

Section 6 of the Act enables the Board of Trade to refer a merger to the Commission where the merger either creates or intensifies a 'monopoly' or involves the taking over of gross assets of a value exceeding £5 million.

The Commission are required to investigate the merger and to report to Board of Trade whether the merger operates or may be expected to operate against the public interest.

This merger has been referred under the size of assets criterion of the Act as it appears to the Board of Trade that the gross assets of Radio Rentals exceed £5 million. Although the reference precludes the Commission from considering whether the provisions of the Act as to monopoly conditions are satisfied they are free to consider any monopoly aspect in relation to the public interest.

This is the eighth reference to the Commission by the Board of Trade under Section 6 of the Act.

Monopolies Commission invites evidence

THE MONOPOLIES COMMISSION are inviting evidence on the subject matter of the reference below. Any person or organization wishing to give such evidence should write to the Secretary, Monopolies Commission, 8 Cornwall Terrace, Regent's Park, London, N.W.1.

Reference to the Monopolies Commission under Section 6 of the Monopolies and Mergers Act, 1965

1. Whereas it appears to the Board of Trade that arrangements are in progress or contemplation for the merger of Thorn Electrical Industries Limited and Radio Rentals Limited, being arrangements which, if carried into effect, will result in Section 6 (1) (a) and (b) of the Monopolies and Mergers Act, 1965, being satisfied in that:

(i) enterprises carried on in the United Kingdom by or under the control of Radio Rentals Limited will cease to be distinct from enterprises carried on by or under the control of Thorn Electrical Industries Limited;

(ii) assets of a value exceeding £5,000,000 will be taken over.

Now, therefore, the Board of Trade in pursuance of the powers conferred upon them by Section 6 (7) of the said Act hereby refer this matter to the Monopolies Commission for investigation and report.

2. The Commission, when investigating and reporting upon the facts, shall not consider whether the provisions of Section 6 (1) (b) (i) are satisfied.

3. The Commission shall report upon this matter within four months from the date of this reference.

Dated February 19, 1968.

Proposed banks mergers

IT WAS announced in the *Board of Trade Journal* February 16, 1968 (page 472), that the Board of Trade have decided, after consultation with the Treasury and the Bank of England, to refer to the Monopolies Commission for investigation and report the proposed merger between Barclays Bank Ltd. and Lloyds Bank Ltd., with or without the addition of Martins Bank Ltd. The full references are listed below. The Monopolies Commission are inviting evidence on the subject matter of these references. Any person or organization wishing to give such evidence should write to the Secretary, Monopolies Commission, 8 Cornwall Terrace, Regent's Park, London, N.W.1.

References to the Monopolies Commission under Section 6 of the Monopolies and Mergers Act, 1965

1. Whereas it appears to the Board of Trade that arrangements are in progress or in contemplation for a merger of Barclays Bank Limited and Lloyds Bank Limited, being arrangements which, if carried into effect, will result in section 6(1)(a) and (b) of the Monopolies and Mergers Act, 1965, being satisfied, in that –

(i) enterprises carried on in the United Kingdom by or under the control of Barclays Bank Limited will cease to be distinct from enterprises carried on by or under the control of Lloyds Bank Limited;

(ii) assets of a value exceeding £5,000,000 will be taken over.

Now, therefore, the Board of Trade in pursuance of the powers conferred upon them by section 6(7) of the said Act hereby refer this matter to the Monopolies Commission for investigation and report.

2. The Commission when investigating and reporting on the facts shall not consider whether the provisions of section 6(1)(b)(i) are satisfied.

3. The Commission shall report upon this matter within six months from the date of this reference.

Dated February 12, 1968.

1. Whereas it appears to the Board of Trade that arrangements are in progress or in contemplation for a merger of Barclays Bank Limited, Lloyds Bank Limited and Martins Bank Limited, being arrangements which, if carried into effect, will result in section 6(1)(a) and (b) of the Monopolies and Mergers Act, 1965, being satisfied, in that –

(i) enterprises carried on in the United Kingdom by or under the control of the said banks will cease to be distinct enterprises;

(ii) assets of a value exceeding £5,000,000 will be taken over.

Now, therefore, the Board of Trade in pursuance of the powers conferred upon them by section 6(7) of the said Act hereby refer this matter to the Monopolies Commission for investigation and report.

2. The Commission when investigating and reporting on the facts shall not consider whether the provisions of section 6(1)(b)(i) are satisfied.

3. The Commission shall report upon this matter within six months from the date of this reference.

Dated February 12, 1968.

New member for Monopolies Commission

MR. ANTHONY CROSLAND, President of the Board of Trade, has appointed Professor R. S. Sayers, FBA, DCL, DLitt, to be a part-time member of the Monopolies Commission.

Notes:

In announcing on February 8 the reference to the Monopolies Commission of the proposed merger of Barclays Bank Ltd. and Lloyds Bank Ltd. (with or without the addition of Martins Bank Ltd.) the Board of Trade indicated that one or more members would be appointed to the Commission with a special knowledge of banking. Only one such member – Professor Sayers – is to be appointed.

Professor Sayers, who is 59 years of age, was educated at St. Catharine's College, Cambridge. He has been Cassel Professor of Economics in the University of London since 1947. He is a member of the OECD Committee of Experts on Fiscal Measures.

Professor Sayers was a member of the Radcliffe Committee on the Working of the Monetary System from 1957-59. He is author or editor of a number of works on banking, finance and monetary policy.

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Application for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by March 8, 1968.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.02	Benzotrifluoride	As in previous column	December 31, 1968	13128
29.13	3*H*, 3*H*-Hexafluoroacetylacetone	Hexafluoroacetylacetone	December 31, 1968	2241
29.27	Cyanoacetamide	As in previous column	December 31, 1968	13132
29.34	Tributyltin chloride	As in previous column	December 31, 1968	13133
29.35	Clorazepic acid, dipotassium salt	Dipotassium salt of clorazepic acid	December 31, 1968	13129
70.18	Optical glass in the forms of sheets, slabs or moulded lens blanks, having, with reference to the D line of sodium: (1) a refractive index (n_D) not less than 1·5625 and not greater than 1·5650 and a dispersive power (ν_D) not less than 60·0 and not greater than 61·5, or (2) a refractive index (n_D) not less than 1·16225 and not greater than 1·6250 and a dispersive power (ν_D) and not less than 46·5 and not greater than 47·5, or (3) a refractive index (n_D) not less than 1·7115 and not greater than 1·7145 and a dispersive power (ν_D) not less than 53·0 and not greater than 54·5; and having also at a wavelength of 400 nanometres a light transmission for a 25 millimetres path of not less than 93% or (4) a refractive index (n_D) not less than 1·6420 and not greater than 1·6445 and a dispersive power (ν_D) not less than 47·5 and not greater than 48·5; and having also at a wavelength of 400 nanometres a light transmission for a 5 millimetres path of not less than 97% or (5) a refractive index (n_D) not less than 1·7185 and not greater than 1·7215 and a dispersive power (ν_D) not less than 50·0 and not greater than 51·0; and having also at a wavelength of 400 nanometres a light transmission for a 25 millimetres path of not less than 90%	Optical glass	December 31, 1968	9320

Disposable gas lighter refills

THE BOARD OF TRADE announce that the application for a reduction of the import duty on disposable gas lighter refills has been rejected.

Statement on foot and mouth disease

MR. FREDERICK PEART, Minister of Agriculture, Fisheries and Food, made the following statement in the House of Commons on February 15.

'I would like to report to the House on the present position of the foot and mouth disease epidemic.

'The number of outbreaks has continued at a low level since I last reported to the House in a debate on January 30. In the week ending at midnight last night there were seven outbreaks, the same number as in the preceding week. In view of this, I have been able to make substantial reductions in the size of the Controlled Area, releasing those parts of the country which are now distant from the remaining centres of infection.

'This is encouraging. But clearly the epidemic has not yet been stamped out. When I made my statement about meat imports on December 4, I said that, in any event, the arrangements would be reviewed in three months time, that is by March 4. This review is being undertaken and we are also studying the first results of the investigations carried out by my veterinary advisers into the origin of the present epidemic. I propose to announce before March 4 the results of the review. In the meantime the arrangements announced on December 4 will continue.

'I have already told the House that I propose to appoint a committee of inquiry into our policy and arrangements for dealing with foot and mouth disease. I am glad to say that the Duke of Northumberland has accepted my invitation to act as chairman of this committee of inquiry. The terms of reference will be:

> "To review the policy and arrangements for dealing with foot and mouth disease in Great Britain and to make recommendations."

'I hope that the committee will make a full investigation of the circumstances of the recent epidemic and advise on the policy that should be adopted to control foot and mouth disease in this country in the light of the latest scientific knowledge. I am about to invite a number of other possible members to serve.'

Imports from USSR

THE BOARD OF TRADE have issued Notice to Importers No. 1212 setting out the licensing arrangements for the 12-month period running to December 31, 1968. Full details and the list of quotas appeared in the *Board of Trade Journal* of January 19, 1968 (pages 195 and 196).

Imports from Czechoslovakia

THE BOARD OF TRADE have issued Notice to Importers No. 1211 setting out the licensing arrangements for the period running to December 31, 1968. Under the new arrangements which have been agreed for Anglo-Czech trade, import quotas will in future cover the calendar year instead of 12 months from April to March. Full details and the list of quotas appeared in the *Board of Trade Journal* of December 22, 1967 (pages 1609 and 1610).

Anti-dumping application on Italian refrigerators

ON JANUARY 10 the Board of Trade announced that it was satisfied that imports of domestic electric refrigerators from Italy were not taking place at dumped prices prior to the devaluation of the pound sterling in November 1967. Investigations of the subsequent position and of the part of the application regarding subsidization are continuing.

Officials from the Board of Trade were in Italy on February 19 for talks with the Italian authorities in connection with this application.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 Gresham Street, London, E.C.2 (606 6699). The department has 19 local offices in various parts of the United Kingdom. A list is given on page 402 of February 9 issue of the Board of Trade Journal.

Britain will switch to decimal currency in 1971

The reverse designs of each of the five decimal currency denominations and the obverse design – showing the Queen's head – which is common to all. Decimal currency will be put into effect from February 15, 1971, but the new tenpence and new fivepence will come into circulation in the late spring or early summer of this year. They will be worth two shillings and one shilling respectively.

ON FEBRUARY 15, 1971 – almost three years hence – Britain will switch to decimal currency. The first new coins – the five and 10 new pennies which will eventually replace the shilling and the florin – will be in circulation by late spring or early summer of this year.

This was announced at a press conference in London on February 15 by the Chancellor of the Exchequer, Mr. Roy Jenkins, who said that the announcement of the timetable for 'D-Day' (Decimal Day) 'should resolve doubts which inhibit planning and should also provide a firm basis for the work of the Decimal Currency Board during the course of the next 12 months'.

In preparation for 'D-Day' the banks will be closed for an extra three days. They will switch immediately to decimal working and from 'D-Day' cheques will have to be expressed in decimals.

The Post Office and most Government Offices or departments and much of industry and commerce are expected to change over to the decimal system on 'D-Day'. But it is likely to take some months before all business and slot machines are converted or replaced.

Lord Fiske, chairman of the Decimal Currency Board said that the coinage changes which decimalization made necessary would not all take place on 'D-Day'. They would be phased over the three years beforehand and the changeover period of several months afterwards. By phasing the changes in this way the Board hoped that the switch could be made a relatively smooth and painless one both for the general public and the business community.

Demonetization

'By D-Day' said Lord Fiske 'two of our seven commonly circulating £ s d coins – the halfpenny and the halfcrown – will have been withdrawn or demonetized' (Note – Demonetization: the act of depriving a coin of its status as legal tender; it is authorized by Royal Proclamation issued normally a few months before demonetization is due to occur. After demonetization the coins concerned may no longer be used as money or exchanged at a bank.)

Two other coins – the shilling and florin – would be widely accepted as completely interchangeable with their decimal counterparts. Three of the six decimal coins, on the other hand, would, by 'D-Day' already be very familiar to us, he added.

The following decisions have been made by the Government following recommendations by the Decimal Currency Board:

1. The coins to replace the shilling and florin – five and 10 new penny coins – will be issued from early spring or late summer of this year;
2. Decimal coin sets will be sold to the public in 1968;
3. The circulating shillings and florins will not be withdrawn and replaced by the new decimal coins – the five and 10 – at least until after the changeover;
4. The halfpenny will be demonetized from August 1, 1969;
5. The halfcrown will be demonetized from January 1, 1970;
6. The 50 new penny coin will be introduced before 'D-Day' to replace the existing ten shilling note;
7. No 20 or 25 new penny coins will be minted as part of the initial coin series.

Lord Fiske said the decision to demonetize the halfcrown was of great importance to the vending machine industry, which now had almost two years to arrange for conversion of machines which operated on that coin. He was sure industry would also be alive to the opportunities presented by the introduction of the 50 new penny coin.

'The halfpenny must also be demonetized', he said. 'It can have no place in the new system and is approaching the end of its useful life as was the farthing in 1960.

It was clear to the Board that the enormous minting operation could be eased by introducing the five and 10 new penny coins at an early stage instead of continuing to mint shillings and florins. Another big advantage was that people would be able to get used to these coins before 1971 and would thus find it easier than they otherwise would when 'D-Day' arrived. The coins would be used as shillings and florins – from which they differed only in design – up to 'D-Day', and after then shillings and florins would be used as five and 10 new penny coins.

Lord Fiske said that the main reason for introducing a coin – the 50 new penny – to replace the 10 shilling note was an economic one. The 10 shilling note had a life of only five months. Both production costs and distribution and withdrawal costs were high. This decision for a coin was inherited by the Board. Their role was to advise on timing and on the specification of the coin. Consultations were not yet complete, but, Lord Fiske said the coin was likely to be a multi-sided coin rather than a round one.

'I would be failing in my duty if I did not single out the major obstacle to a quick changeover in 1971', he said. 'It is the machine problem, some five million business and coin operated machines need to be converted or replaced by "D-Day", and unless machine users contact their suppliers shortly they might find themselves on a long waiting list. Decisions cannot be left until 1970. If you are a businessman, 1968 is the time to assess the consequences of decimalization for your business and to make firm plans – particularly plans to ensure that your machines are ready for "D-Day" '.

The Decimal Currency Board would shortly start producing booklets and newsletters for management and other audiences. From now on, said Lord Fiske, evidence would be seen of the Board's activities at regular intervals right up to 'D-Day', and perhaps for a time after.

'The United Kingdom is facing an enormous task in the changeover to a decimal currency system. I hardly need to say that it will affect every man, woman and child. We shall be the last major country to "go decimal". It is up to us all now – the Government, the Decimal Currency Board, industry, and commerce, together with the help of the press to work together and to show that our changeover is not only the biggest but also the most efficient.'

The introduction of the new coinage system will mean that the Government will be able to make savings on two counts. The end of the ten shilling note will mean that the Bank of England's printing presses will not have to be expanded. The smaller bronze coinage will mean that the lowest valued coins will no longer be worth less in face value than they cost to produce.

But they will suffer the loss of Britannia, who has appeared on British coins since Charles II. As the Deputy Master of the Mint, Mr. J. H. James said: 'We did rather regret that we did not have Britannia on the new coins, but apart from anything else, the lady does not sit well on top of a large numeral. She looks jolly uncomfortable'.

Draft metric programme for engineering: BSI seeks industry's views

ON February 21 the British Standard Institution published the draft programme for the changeover to the metric system in the engineering sector. Some 20,000 copies of the draft are being circulated for comment, through trade associations, to engineering manufacturing firms throughout the United Kingdom. This circulation follows the already extensive industrial consultations which began last May with BSI's questionnaire to a representative sample of engineering manufacturing interests.

£15·9 million loan for Brazil

A LOAN TO Brazil of about £15.9 million to finance purchases of British equipment for the Brazilian merchant marine was signed in London on February 16.

The loan, negotiated by N. M. Rothschild & Sons in conjunction with a syndicate of clearing banks – Barclays, Lloyds, National Provincial, Midland and Westminster – is guaranteed by the Export Credits Guarantee Department. It is the biggest Brazilian transaction ever handled by the Department.

The agreement was signed on behalf of Brazil by Admiral J. C. de Macedo Soares Guimaraes, president of the Brazilian Mercantile Marine Commission, and on behalf of N. M. Rothschild & Sons by Mr. Leopold de Rothschild.

Twenty-four fast cargo ships and 11 coastal freighters – representing four years' work for Brazilian shipyards – will be fitted substantially with British equipment as a result of the loan.

The credit will finance 85 per cent of contracts up to a total of £18.75 million. Repayment will begin in two years' time and will be completed over a further seven years.

For N. M. Rothschild & Sons the loan represents a continuation of a link with Brazil which began in 1824 when Nathan Mayer Rothschild issued the first external loan made by the Brazilian Government after independence was achieved.

Opportunities for British firms in Central America

AS A RESULT of their recent trade mission to the Central American Common Market and Panama (October 23-November 30), the Manchester Chamber of Commerce have prepared a report stressing the opportunities open to British manufacturers in this market.

Pointing out that in the field of capital goods marketing United Kingdom firms must pursue a policy of aggresive salesmanship on the spot, and determined efforts to compete in price, quality and delivery, the report says that 'given a readiness to meet the criteria mentioned, these markets offer a good opportunity for those manufacturers who are prepared to take a long-term view of the trade prospects in an area whose economy is expanding.'

Referring to the region's plans to expand industrial production, the report records that the mission had helpful discussions with the heads and departmental officials of CABEI (the Central American Bank for Economic Integration) in Tegucigalpa, Honduras, when the functions of the Bank were explained, viz. (a) to extend financial assistance to private enterprises in industrial development projects; (b) to prepare and possibly promote larger scale industrial projects in the Central American region; and (c) to prepare and promote or undertake infrastructure projects of regional importance such as transport, telecommmunications, power, etc.

For particular projects being financed or under consideration, says the report, lines of credit have been received from several European countries, including the United Kingdom, and the mission learned that negotiations were to take place with Japan and Germany. U.S.$50 million was available for industrial plant and U.S.$55 million for infrastructure projects for import into any of the five countries. Other projects were proposed for telephone and electric inter-communication systems, two projects for rain storage, paper pulp industries in Honduras and Guatemala, a steel mill in Honduras, and within 15 months certain development in the chemical industry, and nickel and sulphur plant in Guatemala and alumina in Costa Rica. In the latter and in Honduras, plans for the erection of new cotton textile mills were under review. The U.S.$50 million funds were subject to 'criteria of eligibility', for goods devoted to industry making products in substitution of imports. The stage has been reached where domestic industries would make a bigger impact in the area, the aim being to promote goods with export potential.

Turning to United Kingdom trade arrangements, it is stated that Great Britain's line of credit is £3 million, 90 per cent being for industrial goods falling within specified projects, and 10 per cent for feasibility studies which the Bank required to evaluate a particular project before approving it. Under this line of credit, a scheme is to be devised whereby British manufacturers will be paid in full out of the BOLSA loan within 10 days of presenting shipping documents. CABEI will have the advantage of receiving credit for five years or more.

This will offer opportunities to United Kingdom firms to stake a claim in the future plan of development for which industrial equipment and machinery will be in demand as these schemes get under way.

INSAFI (Instituto Salvadoreno de Fomento Industrial), a government-owned development bank in Salvador which engages in medium and long term lending to finance fixed assets, mainly machinery equipment for industry, is prepared to welcome approaches from firms interested in the supply of machinery for producing:

Caustic soda-chlorine
Polyvinyl chloride
Polyethylene
Sanitary ware
Tableware
Formica
Gold rolled steel sheet
Steel ingots
Electric motors and transformers
Enamel iron (dishes, pots, plates)
Urea formaldehyde
Rayon viscose (staple and continuous filament)
Cellophane
Glucose
Pharmaceuticals:
(a) Sulfas, aspirin
(b) Antibiotics
(c) Aminoacids (Lysine)
Water pumps (electric and manual)
Automobile and truck leaf springs
Freeze drying plant for food (Lyophilization)
Sea salt for industrial purposes
Printing inks
Explosives (dynamite)

The report says that business opportunities may arise for United Kingdom firms as and when particular studies are approved. Their local agents will need to keep in close touch with these organizations in the market.

Referring to ICAITI (Central American Industrial Research Institute), the report says that, among other objects, this body, sponsored by the five Common Market countries, performs services connected with technology as relating to the planning and implementation of industrial projects in the area. They are presently undertaking a study on the utilization of molasses and the development of the tobacco industry.

The institute asked the mission to request industrial firms to supply them with catalogues and trade literature covering their products to enable them, when inquiries were received in connection with the establishment of new industries, to be in a position to place local firms in touch with United Kingdom industrialists. Catalogues and literature should be sent to:

Dr. Manuel Noriega-Morales, Director, ICAITI (Central American Industrial Research Association), Guatemala City, Central America.

The mission commends this to firms in the United Kingdom as a useful means of bringing their products to the notice of this body.

In the case of CABEI (Banco Centroamericano de Integracion Economica) also, whose main objective is to promote regional economic development, particularly in industrialization and infrastructure, the mission recommends that firms in the United Kingdom should send catalogues and literature on their products to the Bank, whose address in Tegucigalpa, Honduras, is Apartado Postal 772.

The mission was led by Mr. G. H. Bissenden, Bank of London and South America Ltd.

Peru buys British bridges

ORDERS FOR bridging equipment worth nearly £500,000 have been placed with four British firms by the Government of Peru. They will be financed by a loan announced by the Ministry of Overseas Development in December 1967.

Thomas Storey & Co. Ltd. of South Wharf, London, W.2, have the biggest order – for bailey and other bridging equipment worth £229,178. Adamson & Hatchett of Dukinfield, Cheshire, will supply £149,353 worth of steel bridges, Mabey & Johnson of Caxton Street,

S.W.1, bailey bridging worth £60,259 and the British Steel Piling Co. of Ipswich a mobile crane and pilex hammers worth £53,463.

The equipment will be used on roads east of the Andes to improve Peru's internal communications and help open up undeveloped areas.

Hints to businessmen visiting the USA

A REVISED EDITION of the booklet on the United States of America has been published in the 'Hints to Business Men' series.

British businessmen who intend visiting this country on export business can obtain a copy of the booklet on application to Export Services Branch, Board of Trade, Room 020, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146) or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50, Ludgate Hill, London, E.C.4.

Bulgarian delegation to visit Britain

AT THE invitation of the London Chamber of Commerce a strong industrial and trade delegation from Bulgaria arrived in Britain on February 19 for a 12 day visit. The 11-strong delegation, which is being led by Mr. Avakum Branichev, president of the Bulgarian Chamber of Commerce, includes the directors-general of several of the most important Bulgarian State Trading Corporations as well as representatives of the Ministry of Foreign Trade and the Chamber of Commerce.

During their stay they will be undertaking an extensive programme of discussions with British companies and commercial organizations together with the Bulgarian Section of the London Chamber of Commerce. The delegation will also be visiting Birmingham, Manchester and Liverpool for meetings with the Chambers of Commerce of those cities and their member firms.

London trade mission for East Africa

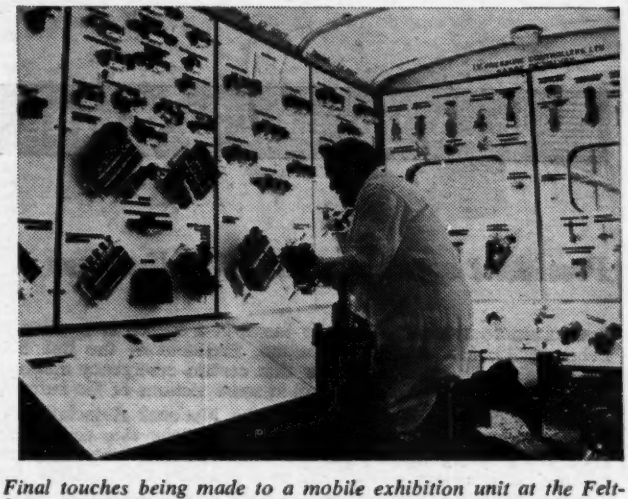
THE London Chamber of Commerce is to send a selling mission to East Africa from March 16 to April 4. The mission, which is being led by Mr. W. A. Newton-Jones, chairman of W. H. Jones and Co. (London) Ltd., is part of a concentrated attack by British industry on the East African markets.

The mission, which includes representatives of telecommunications and electronics industry, hotel and catering equipment, banking, machinery and machine tools, building equipment and pharmaceuticals, will be visiting Kenya, Uganda and Tanzania. The visit has been arranged in consultation with the Board of Trade and BNEC Africa and is aimed at strengthening trading links between Britain and the three countries and to investigate how two-way trade can be developed.

The itinerary includes Nairobi, Mombasa, Dar Es Salaam, Entebbe and Kampala, where talks will be held with officials of both Government and Commercial organizations as well as the Development Boards. In particular the mission will be investigating the development of the East African Economic Community inaugurated on December 1, 1967, by the three countries. It is expected that the Economic Community will increase international business confidence in East Africa as a single market. During recent years the moves towards separate monetary systems and the restrictions placed on Kenyan exports to Tanzania have made investors look to Kenya, with its industrial boom, rather than to East Africa as a whole.

Birmingham selling group to visit South Africa

THE LARGEST group of businessmen to be sent overseas by the Birmingham Chamber will visit Johannesburg, South Africa, in April. The Selling Group, one of a number planned by the Chamber to take maximum advantage of devaluation, will consist largely of established exporters to South Africa. The leader will be Mr. D. W. Beharell, chairman and managing director of Scholefield Goodman & Sons Limited, who has been a frequent visitor to South Africa over a period of 20 years. The Group, some 30 strong, will be based on Johannesburg from April 21 to April 27, and will then disperse to enable the members to cover other centres in South Africa.



Final touches being made to a mobile exhibition unit at the Feltham, Middlesex, factory of I.V. Pressure Controllers (Metropole Industries). This exhibition, featuring 'Capsula' valves and cylinders, will shortly leave Britain for a three-months promotional tour of Common Market countries.

New members for BNEC Asia

BECAUSE OF increasing activities throughout Asia and the forthcoming British Week in Tokyo Mr. Michael Montague, chairman BNEC Asia has invited four new members to join the Committee. They are:

Mr. F. Hamill, managing director of Hilger and Watts and chairman of the Scientific Instruments Manufacturers' Association; Mr. William H. C. Bailey, CBE, a director of Blyth, Green, Jordain and Co. Ltd.; Mr. K. S. Campbell, deputy director of Stone Platt Industries Ltd.; and Mr. G. Phillips, managing director of Scales and Adams Ltd.

Additionally the Japan Trade Advisory Group which advises BNEC Asia on trade activities for Japan will be joined by: Mr. S. T. Pickering, managing director of Chance Pilkington and Pilkington Perkin-Elmer Limited, and Mr. G. C. Nichols, chairman and managing director of Rotaprint Ltd.

The 'EFTA Bulletin' for February

IN THE CURRENT issue of the *EFTA Bulletin* is a survey of EFTA's trade during the first nine months of last year. It shows that, measured in exports, trade between the eight EFTA countries increased 10.5 per cent. A new series of articles, 'Retailing in EFTA', starts this month with an examination of the retail trade structure in Austria and Switzerland.

Copies of the *EFTA Bulletin*, the regular journal of the EFTA Secretarat in Geneva, are available free of charge from the EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/2480).

DEA wall newspaper explains economic policies

A NEW ISSUE of the wall newspaper *Upswing*, prepared by the Department of Economic Affairs and the Central Office of Information, was published on February 9. This wall newspaper is designed to improve communication with people working in factories and offices and to explain the background to economic policies and action. The main subject in this issue is the challenge of devaluation.

Upswing is supplied on request to the Department of Economic Affairs, Storey's Gate, London, S.W.1, free of charge. Further issues will be published from time to time.

Aviation and Shipping

President speaks on trawler disasters

REFERRING TO THE recent trawler losses in a speech in London on February 15, Mr. Anthony Crosland, President of the Board of Trade, said he was sorry to hear that certain emergency measures had been described as panic action in some sections of the industry.

He told the annual luncheon of the National Association of Frozen Food Producers: 'I am sorry to hear this criticism. I know the trawling industry far too well to be in any sort of panic. I know that trawling will always be a dangerous occupation, that disasters have happened before and will probably happen again. But there is no precedent within recent memory for the loss of three British trawlers, all from one port, all within a week, and with such a heavy loss of life. And, as far as I know, no other country has had a comparable experience with similar sized ships in similar conditions. Any Government which, in this situation, sat on its backside and made no attempt to take precautions, really would have deserved criticism. I would far rather be accused of over-hasty action than of carelessness or indifference. And, in fact, the measures we took were taken only after consultation with the owners and the unions.'

Mr. Crosland said: 'There has been much exaggerated talk about heavy loss of earnings. The facts are these. The instruction that British trawlers should withdraw from the area were issued on February 9; our Control Officer, Lieut.-Cmdr. Douglas, is joining the weather ship 'Weather Reporter' today; and trawlers will now be free to resume operations subject to any advice the Control Officer may give about dangerous conditions.'

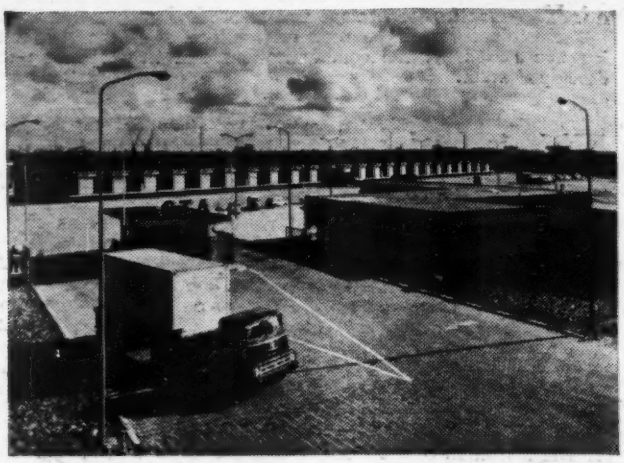
Earlier Mr. Crosland had said that the whole country had been shocked during recent weeks by the disasters, involving heavy loss of life, which had overtaken the three Hull trawlers. 'These tragedies, as well as several other accidents which fortunately had less serious consequences, have been grim reminders of the appalling weather conditions and hazards to which the skippers and crews of our fishing vessels, and particularly the distant water trawlers, are so often exposed.

'However, what really matters is the future. The Government's decision to institute, as a matter of urgency, a comprehensive inquiry into all aspects of the safety of deep-sea trawling, has been welcomed by the fishing industry itself and by public opinion generally. I hope to announce the terms of reference and the membership of the Committee within a few days, and I am sure its work will produce results of great value. Meanwhile, we are considering urgently with all sections of the industry, whether any further immediate measures should be adopted without waiting for the Committee's recommendations.'

Turning to the achievements of the Association's industry, Mr. Crosland said that expansion was its keynote. Its growth in the post-war years had been nothing short of spectacular. Sales had now, for the second year, exceeded £100 million.

'I see that production of frozen vegetables rose from 30,000 tons in 1957 to 100,000 tons or more in 1967. Quick freezing of white fish, to take another example, rose from 13,000 tons in 1953 to 78,000 tons in 1966. We are accustomed, in these days of rapid technological changes, to growth industries. But growth of this order – over 300 per cent in 10 years in the one case, and a nearly sixfold increase over 13 years in the other – is a remarkable achievement and a tribute to the initiative and flexibility of your industry.'

Mr. Crosland said that the industry's exports had grown substantially and were now running at over £2½ million a year. 'Of course, what matters is not so much exports as such; it is the import-export balance. And here we must note regretfully that the United Kingdom is a net importer of frozen foods by quite a large margin. This is a challenge to British processors, which, with the competitive edge they now have as a result of devaluation, I am sure they have the technical ability, the management, and the marketing enterprise to meet.'



Cellactite permanent protected steel sheeting in both angular profile and standard 3 in. corrugated section was used for the vertical cladding of both buildings of the new NV Container Terminal 'Amsterdam'. The terminal was designed by Dutch architects, Ingenieurs Architectenbureau A.G. en J.D. Postma of Rotterdam and the main contractors were N.V. Gebam, Rijswijk. It is thought to be the first to be built in Europe to handle full ocean going container ships. The steel sheeting is manufactured by Cellactite, a division of British Uralite Ltd., of Gravesend and Higham, Kent.

Minister's message to trawler control officer

MR. J. P. W. MALLALIEU, Minister of State, Board of Trade, sent the following message on February 14 to Lieut.-Cmdr. J. A. Douglas, control officer for trawlers fishing off the north coast of Iceland, on board the British weather ship 'Weather Reporter':

'Best wishes to you and your colleagues for a successful and trouble-free mission.'

Princess Margaret opens Cunarder exhibition

AN exhibition of designs of the interior of the new Cunard liner QE2 was opened by HRH Princess Margaret at the CoID Design Centre, Haymarket, London, on February 20. It will remain open for a month.

mfv St. Finbarr

THE Report of Court regarding the formal investigation into the circumstances attending the fire and foundering of the Hull trawler, 'St. Finbarr,' was published on February 16, 1968. Copies, priced 1s. 6d. can be obtained from HMSO, 49 High Holborn, W.C.1, and branches (or 1s. 9d. by post from HMSO, PO Box 569, London, S.E.1.).

Ships' Gear Technical Symposium

THE FIRST distribution of application-forms for registration of delegates at the 1968 Ships' Gear International Technical Symposium, during January, has produced a prompt and enthusiastic reaction from the shipping industry throughout the world. Already more than 200 registrations have been received and applications for details of the symposium programme have reached the organizers from virtually every major ship-owning and ship-building country.

The widespread interest in this year's technical symposium is attributed partly to the success of the 1966 symposium (which was attended by some 400 delegates, including representatives from 37 countries abroad) and partly to the selected theme for 1968. This theme – 'Cost Effectiveness of Ships' Gear and its Effect on the Viability of Fleet Operation' – treats of marine sub-contracting equipment in the light of one of the most general and pressing problems faced to-day by ship owners everywhere.

The sessions of the 1968 Technical Symposium will be held in The Pillar Hall at Olympia – adjoining the exhibition floor – on each of the five days of the exhibition (July 29 to August 2). There will be morning and afternoon sessions,

Limitation of liability to international airline passengers

DURING OCTOBER AND NOVEMBER 1967 a sample of residents of the United States arriving in this country by air were asked certain questions in order to estimate the extent of their awareness of the 'Advice to International Passengers on Limitation of Liability'* which is given to passengers travelling to and from the United States in pursuance of agreement between certain airlines.

The questions were put to those United States residents arriving at the Oceanic Building at London (Heathrow) Airport between mid-October and mid-November who had been selected for interview as part of the International Passenger Survey. In this survey, conducted by the Government Social Survey on behalf of the Board of Trade, a stratified random sample of about 250,000 passengers travelling to and from this country by air or by sea is interviewed each year to provide information about tourism, migration and the balance of payments (see *Board of Trade Journal* of September 29, 1967).

512 United States residents were interviewed and after the usual questions of the International Passenger Survey the text of the 'Advice to International Passengers on Limitation of Liability' was shown.

The questions which were then put to the person being interviewed and the answers obtained were as follows:

Question	Numbers answering (with percentages of total 512 in brackets)		
	Yes	No	Don't know
(a) 'Is this notice on your airline ticket?' . .	181 (35)	160 (31)	171 (34)
(b) Those answering 'yes' to question (a), 'did you read the notice before boarding the aircraft?'	95 (19)	86 (17)	
(c) Those answering 'yes' to question (b), 'did you take out additional insurance as a result of reading the notice?'	20 (4)	75 (15)	

It will be seen that, of the total number of 512 interviewed, 95 (19 per cent) said that they had read the notice before boarding the aircraft and 20 (4 per cent) said that they had taken out additional insurance in consequence.

*ADVICE TO INTERNATIONAL PASSENGERS ON LIMITATION OF LIABILITY

Passengers on a journey involving an ultimate destination or a stop in a country other than the country of origin are advised that the provisions of a treaty known as the Warsaw Convention may be applicable to the entire journey, including any portion entirely within the country of origin or destination. For such passengers on a journey to, from, or with an agreed stopping place in the United States of America, the Convention and special contracts of carriage embodied in applicable tariff provide that the liability of [name of airline] and certain other carriers, parties to such special contracts, for death of or personal injury to passengers, is limited in most cases to proven damages not to exceed US $75,000 or its equivalent per passenger, and that this liability up to such limit shall not depend on negligence on the part of a carrier. For such passengers travelling by a carrier not a party to such special contracts or on a journey not to, from, or having agreed stopping places in the United States of America, liability of the carrier for death or personal injury to passengers is limited in most cases to approximately US $8,290 or US $16,580.

Light dues

THE BOARD OF TRADE announces that a draft Order in Council under Section 5 of the Merchant Shipping (Mercantile Marine Fund) Act, 1898, has been laid before Parliament seeking authority to reduce from approximately 1s. 2½d. to 8d. per ton per voyage the light dues payable by a foreign-going cruise ship calling at one or more ports in the United Kingdom, Isle of Man, or Republic of Ireland, for the sole purpose of disembarking passengers for visits ashore and for subsequent re-embarkation.

It is hoped that such a reduction will encourage more cruise vessels to bring tourists to the United Kingdom with a resultant increase in the country's foreign exchange earnings and that, because of the increased number of vessels calling here, no overall loss of light dues revenue will occur.

Jute imports

THE President was asked in Parliament on February 20 if he would give an assurance that the effect of the arrangements announced in September 1964 for the import of jute goods would be reviewed in the early part of 1968.

Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, replied 'Yes. Those concerned are now being informed of this, and asked to send any views to the Board of Trade by the end of March.'

Welsh Advisory Committee for Civil Aviation

MR. ANTHONY CROSLAND, President of the Board of Trade, after consulting the Secretary of State for Wales has re-appointed the following members of this committee under the chairmanship of Lord Granville West for a further period until January 22, 1969.

The Rt. Hon. The Lord Heycock, CBE, O. St. J., DL. JP, LLD; Vernon Lawrence, Esq., CBE, DL; Alderman O. G. Foulkes, JP; Quinton Hazell, Esq., MBE, AMIMI; W. Martin Hurst, Esq., C. Eng., AFRAeS; D. J. Davies, Esq.; M. R. L. Hayes, Esq., DL; E. H. Hickery, Esq., OBE, BA; J. A. Berry, Esq., JP; K. J. Griffin, Esq. and Councillor J. Allison, JP.

Mr. David J. Young and Mr. R. Lloyd, at their own request, have not been re-appointed because of business reasons.

East Midlands/Spain inclusive tour services

THE BOARD OF TRADE has directed the Air Transport Licensing Board to grant two licences to Channel Airways Ltd., for Inclusive Tour Services between East Midlands Airport and Spain in the summer of 1968. Channel Airways Ltd. had appealed to the Board of Trade against the refusal by the ATLB to grant their applications.

The decision by the Board of Trade accords with the recommendation of Sir Algernon Rumbold, KCMG, CIE, the Commissioner appointed to hear the appeal, who considered that the application should be granted with certain modifications.

Copies of the Commissioner's report to the Board of Trade and of the Order are available on request from the Board of Trade, Civil Aviation Division 1, Shell Mex House, Strand, London, W.C.2.

2,000 miles hovercraft journey

A BRITISH SCIENTIFIC expedition will be sent by *The Geographical Magazine* to South America early in April for a 2,000-mile journey through the territory of Amazonas, one of the least explored regions of the world. It will travel by one of Britain's newest inventions, the hovercraft.

Geographers, researchers, writers and photographers will set off from the Brazilian river port of Manaus, on the Amazon, up the Rio Negro, through the natural Casiquiare Canal in Venezuela, and down the Orinoco almost to its mouth. They plan to start from Manaus on April 10 and spend a month on the journey, most of it through jungle territory.

The expedition, which is under the patronage of HRH the Duke of Edinburgh, and also has the support of the Ministry of Technology, has two main purposes.

The first is to carry out a planned programme of geographical and scientific research in a rarely visited area. Samples of river water will be taken and analyzed, sections of its bed will be sounded, land forms will be studied, plant life will be examined and studies made of the region's peoples and their way of life.

The second purpose is to demonstrate how the hovercraft – an SR.N6, powered by a 900 h.p. gas turbine engine, and captained by Mr. Graham Clarke – can negotiate rapids and operate in waters which no other powered craft can navigate. By doing so it will show how this British invention can open up remote areas and contribute to their development.

The SR.N6, built by the British Hovercraft Corporation Ltd., has been chartered for the expedition from Hoverwork Ltd.

Inspectors report into Livestock Marketing Co. Ltd.

THE REPORT of the Inspectors appointed by the Board of Trade under Section 165(b) of the Companies Act 1948 to investigate the affairs of the following companies was published on February 16:

Livestock Marketing Company Limited; Western Livestock Producers Limited; Highland Livestock Producers Limited; Northern Livestock Producers Limited; Southern Livestock Producers Limited and Agribusiness Limited.

Copies of the report are available, price 8s. 6d. from HMSO, 49 High Holborn, London, W.C.1. and branches (by post 9s. from HMSO PO Box 569, London, S.E.1.),

Parliamentary Answers on aviation and shipping

Below are a number of Parliamentary Answers relating to the aviation and shipping industries. Other Parliamentary Answers will be found on page 577.

TUESDAY, FEBRUARY 13

Cost of new airport at Stansted

Asked if he would publish the cost benefit analysis of the effects of building a new airport at Stansted, compared with alternative locations, Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, replied: 'No. Cost benefit techniques were simply one of the forms of analysis used to help the Government in taking their final decision; the main reasons for this decision were set out in the White Paper on the Third London Airport (Cmnd. 3259).'

WEDNESDAY, FEBRUARY 14

Trawler safety

Several Members asked questions about the safety of fishing trawlers. Answering one on regulations to protect trawlers from the dangers of ice in Arctic seas, Mr. Mallalieu said that a temporary operational restriction off North Iceland was agreed at his meeting with the industry on February 8 (see *Board of Trade Journal*, February 16, page 479). There were no statutory regulations regarding operations or equipment designed specifically to cover the problem of icing. This would be one of the aspects of trawler safety which the independent committee of inquiry would investigate.

Another Member asked when and where the emergency inquiry to inquire into the recent trawler disasters in the North Sea and Arctic seas would sit; who would conduct it; what witnesses would give evidence; whether the trawler officers and crews and their families would be legally represented; and what power it would have to award compensation. Mr. Mallalieu answered: 'I have announced that public formal investigations will follow the preliminary inquiries into the three trawler disasters. The arrangements for those formal investigations will be made as soon as the reports of the preliminary inquiries have been received.

'As regards the special committee of inquiry into trawler safety, I shall announce the terms of reference and membership as soon as possible. It is customary for such committees of inquiry to invite evidence from anyone who wishes to give it.

'Neither a court of formal investigation nor a departmental committee of inquiry has powers to award compensation.'

Asked to make a statement on the scale of compensation available to the crews and their families suffering from exposure to unusual and unpredicatable dangers in Arctic seas, Mr. Mallalieu said there was no scale of compensation. Seafarers, including fishermen, were generally covered for the appropriate benefits of the National Insurance and Industrial Injuries Schemes. Additional assistance was available by way of supplementary benefits.

In response to a suggestion on the possibilities of clearing ice from the superstructure of fishing trawlers by means of electronic methods using ultra-sonic vibrations, Mr. Mallalieu said that possible methods of deicing are among the many aspects of trawler safety that the committee of inquiry would need to investigate. The Board of Trade with other departments concerned would consider what research can usefully be undertaken in the meantime.

Scottish airports

Replying to an inquiry on countries outside the British Isles from which it is possible to fly direct from Scottish airports without going through England; for a list of these countries, the airports from which the flights are made, and the frequency interval in each of the last five years to the most convenient date, Mr. J. P. W. Mallalieu gave the following information:

MONDAY, FEBRUARY 19

Aircraft runway length

In answer to a question as to what was the minimum length of runway required, consistent with safety, noise and convenience, for aircraft flying on short and medium haul routes up to 1975, Mr. Mallalieu said it was not possible to quote a minimum length of runway required as this varied with the type of aircraft, its expected payload and fuel load for the route, and also with the temperature, the wind and physical characteristics of the aerodrome.

Weekly Scheduled Passenger Services from Scottish Airports to Countries outside the United Kingdom, Channel Islands and Isle of Man in July of the years 1963-1967

To Country	From Scottish Airport	July 1963	July 1964	July 1965	July 1966	July 1967
USA	Prestwick	26	21	24	26	24
Canada	Prestwick	15	11	16	21	19
Spain	Glasgow	4 (via Manchester)	3 (via Manchester)	4 (via Manchester)	4 (via Manchester)	4 (via Manchester)
	Glasgow	—	—	—	—	4
	Prestwick	—	1	2	3	—
France	Glasgow	7 (via Birmingham)	14 (via Manchester & Birmingham)	7 (via Birmingham)	7 (via Birmingham)	7 (via Birmingham)
Belgium	Glasgow	4	3	4	—	—
Iceland	Glasgow	17	20	10	9	7
	Prestwick	1	3	3	1	1
Denmark	Glasgow	7	7	9	7	5
	Prestwick	7	4	4	6	5
	Kirkwall	—	—	—	2	3
Faroes	Glasgow	4	5	1	1	1
	Kirkwall	—	—	2	2	3
Netherlands	Prestwick	9	6	7	7	6
	Glasgow	—	—	—	6 (via Newcastle)	6 (via Newcastle)
Germany	Prestwick	—	3	3	4	4
	Glasgow	—	—	—	6 (via Newcastle)	5 (via Newcastle)[1]
Norway	Prestwick	7	7	7	7	3
Czechoslovakia	Prestwick	—	—	2	2	2
Irish Republic	Glasgow	38	40	30	28	31
	Glasgow	3 (via Belfast)	3 (via Belfast)	3 (via Belfast)	2 (via Belfast)	—
	Edinburgh	15	17	—	11	16
	Edinburgh	—	—	4 (via Belfast)	5 (via Belfast)	—

Flights making traffic stops at United Kingdom airports outside Scotland which do not involve a change of aircraft for through passengers are included and shown separately.

WORK OF BRITISH STANDARDS INSTITUTION

The British Standards Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products. It has been designated as the focal point for the British change to the metric system, which means that it co-ordinates the details and timing of the change in each industry, apart from re-writing thousands of British Standards in metric form.

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry.

TUESDAY, FEBRUARY 13

Aluminium smelting

Asked to state Her Majesty's Government's policy on the application from Alcan to build a smelting plant at Invergordon, Mr. George Darling, Minister of State, Board of Trade, said that Alcan's proposals, and those submitted by other companies interested in expanding aluminium smelting in the United Kingdom, were under consideration. A statement would be made at the appropriate time.

WEDNESDAY, FEBRUARY 14

Monmouthshire film

In reply to a request that he should ensure that the greatest possible use would be made of Monmouthshire County Council's film, Fair Land of Gwent, by his department at home and abroad in efforts to attract industrialists to the county, Mr. Darling said that he was arranging for officials to see the film and then determine how it might best be publicised.

Price increases in publications

The President was asked whether he was aware that in addition to increasing the price of the *Daily Mirror* by 25 per cent, the International Publishing Corporation had increased the prices of their publications *Woman's Own* and *Woman* from 8d. to 10d.; and whether, when he had discussed the price increases in the *Daily Mirror*, he had also dealt with these increases.

Mr. Darling replied: 'Yes; the new prices of *Woman's Own* and *Woman* came into effect with the issue of February 10. The discussions with International Publishing Corporation on the *Daily Mirror* arose out of the National Board for Prices and Incomes' report on national daily newspapers and therefore did not cover the prices of these periodicals.'

Bank exemptions

Asked whether he would now exercise his powers under the Companies Act 1967 to suspend the exemptions enjoyed by banks from certain of the accounting provisions of the Companies Act 1948, so that shareholders might have all the information necessary for them to arrive at a judgment on merger proposals offered to them, Mr. Darling replied: 'No. As my rt. hon. Friend informed my hon. Friend the Member for Heywood and Royton on December 20, HM Government consider that they need more time to study the full accounts of the banks over a period in order to assess the consequences of full public disclosure before deciding whether to continue the exemptions. For the time being they have concluded that the desirability of giving more information to shareholders is overriden by the arguments against disclosure.' (*Hansard*, Vol. 756, col. 433-4.)

Investment grants

In reply to a question asking what investment grants were paid in each of the quarters of 1966 and 1967, indicating in each case the periods in which the underlying expenditure was incurred, Mr. Darling said that the first payments of investment grants had been made on April 1, 1967. Payments made in the second, third and fourth quarters of 1967 were as follows:

	£	
Second quarter	32,230,829	On expenditure in the first quarter of 1966.
Third quarter .	55,707,625	£12·7 million on expenditure incurred in the first quarter and £43 million expenditure incurred in the second quarter of 1966.
Fourth quarter	118,594,697	Payments relate substantially to expenditure incurred in the third and fourth quarters of 1966 for which combined claims were invited. Some claims however covered expenditure over the whole of 1966; and payments respectively of £6 million and £14 million were made specifically on expenditure in the first and second quarters.

THURSDAY, FEBRUARY 15

Industrial development in North Warwickshire

Mr. Darling, in reply to an inquiry on reconsideration to applications for industrial development certificates, in view of the employment situation in North Warwickshire created by the proposed closure of Arley and Kingsbury collieries, said: 'In considering applications for industrial development certificates in North Warwickshire, I will take full account of unemployment in the area and of the need for new employment for men made redundant at the Arley and Kingsbury collieries.'

FRIDAY, FEBRUARY 16

Developing countries

The President was asked if he would publish in the Official Report a list of countries which were treated by Her Majesty's Government as developing countries.

Mrs. Dunwoody replied: 'I would refer to my reply to the hon. Member on January 26, in which I said there is no classification of countries in this respect which has been generally adopted internationally.

'While Her Majesty's Government recognise in various ways the special needs of developing countries, there is no definitive list of such countries applicable for all purposes.'

Advance factories

Asked what action was being taken to bring to the attention of industrialists the availability of advance factories in the development areas, the President replied: 'My Department has for some time been undertaking a publicity campaign in the Press to interest firms in development areas. As part of this campaign it is now proposed to include advertisements drawing attention specifically to the advance factories available in the main development areas. The first of these notices appeared this morning in the *Financial Times*.'

Bankrupt estate agents

Questioned on how many individuals carrying on business as estate agents were adjudicated bankrupt in the last three years for which figures were available; and how many companies carrying on business as estate agents were wound up and proved insolvent.

Mr. George Darling replied: '15 individuals carrying on business as estate agents were adjudged bankrupt in 1965, 15 in 1966 and 13 in 1967. In addition, in 1965 adjudication orders were made in the case of two partnerships carrying on business estate agents.

'Information as to the numbers of companies carrying on business as estate agents which were wound up and proved to be insolvent in the years 1965-7 is not readily available and could not be extracted without an undue expense of time and effort.'

MONDAY, FEBRUARY 19

Investment grants

Replying to a questioner who asked for details of investment grants paid in England, Scotland and Wales, respectively, in 1965-66 and 1966-67; and the estimate made of the amounts for the current financial year, Mr. Darling said: 'Payments began on April 1, 1967.' The amounts paid in the three countries during the calendar year 1967 were respectively: £160.7 million, £29.8 million and £16 million. The total estimate for the financial year 1967/68 was £315 million. This was not broken down geographically, but he would expect that the final out-turn would correspond broadly with the pattern of payments to the end of the calendar year 1967.

In answer to a further question as to how many applications had been received for investment grants from industrial companies intending to construct their own coal-, oil- or gas-fired thermal or nuclear power stations to provide energy for their own manufacturing operations, including aluminium smelting; and whether it was the policy to give investment grants for this purpose, he said that applications relating to nine new electrical generating stations to be used by manufacturing companies in these circumstances, had been received. None was from an aluminium smelting company.

Equipment for such stations was normally eligible for investment grant, but for very large stations applications would be considered in the light of the implications for the statutory bodies responsible for the generation and distribution of electricity.

Development in South Ayrshire

Asked what proposals BoT had for new factories in South Ayrshire to provide work for miners who were likely to lose their employment following the closure of the collieries at Muirkirk and Beoch, Mrs. Dunwoody said that the President was prepared to use his powers to assist any sound project creating new employment. To encourage enterprises to settle in this area some 30 acres at Cumnock were being bought for industrial development to add to the existing estate. It was also hoped to buy land south of Ayr.

Investment grants staff: correction

Owing to a typographical error on page 486 of last week's issue, the number of Board of Trade staff engaged on the Investment Grants Scheme was given as 11,000 instead of 1,100.

Important Plant & Vehicle Sale

Kempston Hardwick, Bedford.

WALKER, WALTON & HANSON

we sell by AUCTION on

THURSDAY, 29th FEBRUARY, 1968

900 LOTS OF

LOADING SHOVELS AND DIGGERS BY ALLIS CHALMERS, CATERPILLAR (933, 955) EUCLID, INTERNATIONAL (B6K3, B8K3, B2275), J.C.B. (3, 7), MASSEY FERGUSON, MICHIGAN AND WEATHERILL, EXCAVATORS BY HYMAC, POCLAIN AND SMITH RODLEY, MOBILE CRANES BY COLES AND NEALS, DOZERS BY FOWLER AND INTERNATIONAL (TD9, BTD20), NORTHROP TRACTOR, ROLLERS, DUMPERS, MIXERS, MONORAIL UNIT, MOBILE WELDERS BY ARMSTRONG SIDDELEY

also

A LARGE QUANTITY OF PLANT SPARES FOR CATERPILLAR, CASE, HYMAC, INTERNATIONAL, J.C.B., MASSEY FERGUSON ETC., INCLUDING TRACKS, TRACK CHAINS AND PLATES, ROLLERS, BUCKETS, BUCKET TEETH, SPROCKETS, TYRES

and

A PAIR OF 3-BEDROOMED SEMI-DETACHED PROTO-TYPE HOUSES, STEEL-FRAMED AND ASBESTOS WORKSHOP (36' x 27' x 11'), SECTIONAL BUILDINGS

also

LOW-LOADER UNITS BY BEDFORD AND FORD ('D800' 'TK'), HYDRAULIC TIPPERS INCLUDING A FORD 'D750', LEYLAND TRACTOR C/W 1,800-GALLON TANKER TRAILER, LOW-LOADING, TIPPING AND PLATFORM TRAILERS

and

COMPRESSORS BY ATLAS COPCO, AIR PUMPS, BROOMWADE, C.P.T. AND HOLMAN, GENERATORS, PUMPS, BREAKERS, RAMMERS

also

A LARGE QUANTITY OF BUILDERS' AND GARAGE EQUIPMENT, MACHINE AND HAND TOOLS, MOTORS, OFFICE FURNITURE, THEODOLITES AND LEVELS, C/W TRIPODS, ETC.

SALE TO COMMENCE AT 10.00 a.m.

For Viewing Dates and Times see Catalogue.

CATALOGUES MAY BE OBTAINED FROM THE AUCTIONEERS' OFFICE, WALKER, WALTON & HANSON, DEPT. B9, BYARD LANE, BRIDLESMITH GATE, NOTTINGHAM, NG1 2GL. Tel. Nottingham 54272 (10 lines).

EAST AFRICAN EXTERNAL TELECOMMUNICATIONS CO LTD

Invitation to tender for a Communications Satellite Earth Station to be built in the Rift Valley of Kenya

Tenders are invited for the construction of a standard earth station to be situated in the Rift Valley of Kenya.

Technical specifications and contractual documents are available from the address below on receipt of an application and a non-returnable deposit of KSHS 200/-.

The General Manager
East African External Telecommunications Co Ltd,
PO Box 30488, Nairobi, Kenya.

The East African External Telecommunications Co Ltd do not bind themselves to accept the lowest or any tender.

The closing date for tenders will be noon (East African time) on the 31st May, 1968.

CONTACT US AT THE SACHET CENTRE

JOHN TYE & SON (Packages) LTD
Ta Downs Park Rd, London E.8. Tel. 01-254 5300

LEADING CONTRACT PACKERS

WE FILL sachets, bottles, jars, plastic tubes with customers products such as liquids, pastes, oils, creams, lacquers and paints.

WE MANUFACTURE similar products for customers under control of our qualified chemists.

WE MAKE and print P.V.C. wallets and covers to your special requirements.

Advisory Council on research and development for iron and steel

MR. RICHARD MARSH, Minister of Power, has set up an advisory council, as envisaged in the White Paper on Steel Nationalization (Cmnd. 2651), to advise him on research and development in the field of iron and steel with particular reference to the general programme of research and development of the British Steel Corporation, and having regard to the need for arrangements for appropriate consultation and co-operation between the public and private sectors of the industry in this field.

Sir Charles Sykes has accepted the chairmanship of the advisory council, which will include in its membership representatives of the public and private sectors of the iron and steel industry and of other interests.

New designer selection service

A NEW SERVICE to industry – the Designer Selection Service – has been established by the Council of Industrial Design. Based on the CoID's Record of Designers, which maintains working details of over 3,000 British designers, the service has been set up to ensure a quick, economical and efficient method of recommending the most suitable designers for any type of design assignment.

The important service is available to any individual, company or organization seeking a designer for staff, consultant or freelance employment. It covers the whole area of design in industry and commerce from consumer goods to heavy engineering products and from graphics and packaging to exhibition and interior design.

Full details of the Designer Selection Service can be obtained from: Mr. John Grant, Designer Selection Service, Council of Industrial Design, 28 Haymarket, London, S.W.1.

Government surplus sales by auction

MINISTRY OF DEFENCE

1968	Stores	Location of Sale	Auctioneers
February 29 .	Miscellaneous stores and equipment . .	No. 25 Maintenance Units R.A.F., Hartlebury, Worcs.	Nock & Joseland (Dept. L), 65 Coventry Street, Kidderminster. (Tel. 2053).

Clothing including greatcoats, raincoats, jackets, blouses, trousers, khaki drill clothing, shirts and underwear. Webbing equipment; footwear; water bottles; electrical equipment including motors, generators, regulators, meters, actuators, invertors, rectifiers; transformers; fuel pumps; batteries; cameras and photographic equipment; films and bromide papers; prismatic bincoulars; compasses; aircraft wheels; brake units; furniture; wooden cases and a large quantity of general stores.

March 5 and 6 .	Vehicle spares, textiles, miscellaneous stores	Ordnance Storage and Disposal Depot, Branston, Staffs.	Arnold & Son (Dept. L), 'Modwena' House, 13 Market Place, Burton-on-Trent, Staffs.

Austin Champ engines and spares; vehicle spares and components including engines, axles, gear boxes, bearings, wheels, tyres, body panels, electrical components and miscellaneous MT tools and equipment; flat steel pallets, 4-way 40 in. by 40 in.; jerricans; bakery trailers; 5-ton four wheel trailers; electrical and electronic spares and components; aircraft and ground equipment; oscilloscopes; test sets; cameras and photographic equipment; laboratory equipment; medical, surgical, opthalmic and dental equipment; household and office furniture; generators; compressors; high speed and inserted tooth milling cutters; textiles including blankets, vests, drawers, clothing, Wigan cloth, stockinette, webbing, canvas, rag waste, nylon materials, waterproof covers and a large selection of general stores.

March 12 and 13	Technical and miscellaneous stores . .	Western Command, Command Ordnance Depot, Hereford.	Russell, Baldwin & Bright (Dept. L), 20 King Street, Hereford. (Tel. 4366).

Induction motors 1½ to 20 h.p.; chain blocks, engine analyzers, soldering irons and tool kits; hydraulic test pump 600 p.s.i.; Smith's hearths; industrial vacuum cleaners; singer sewing machines; hydraulic pumping units; laboratory benches with sinks and gas taps; laundry equipment; electrical equipment including capacitors, transformers; amplifiers; receivers, wireless, signal, M.T. and aircraft spares; generating sets; binoculars; prismatic compasses; theodolites; Avo minors; dial sights; telephone sets; oscilloscopes; Thames personnel vans; batteries and used tyres; machine tools and hydraulic jacks; greatcoats; B.D. trousers and blouses; army boots (unworn); cap comforters; mattresses; blankets; scrap textiles; camping equipment including bivouac tents, groundsheets, sleeping bags, safari kits and tarpaulin sheets; wrist watches, and a large selection of general stores.

March 19 and 20	Vehicles, miscellaneous stores . . .	Auctioneers Premises, Belfast . . .	Osborne, King & Megran (Dept. L), 14 Montgomery Street, Belfast, 1. (Tel. 20233).

Saloon cars; Brockhouse and Sankey ¼-ton cargo trailers; Bedford cargo trucks; AEC tractors; Ford cargo trucks with winch; radio station trucks; Landrover, Austin Champ, Daimler, Ford, Standard, Bedford, Morris, Humber, Hillman and Commer spares and batteries. Lucas vehicle spares; Rolls-Royce Austin, Bedford Standard and Landrover engines; BSA motor cycles; Westalite transformer/receivers; Seagull outboard motors; metal boxes; hand mowing machines and gardening implements; wireless and telephone sets; telephone cable; 4-ton hydraulic jacks; miscellaneous tools; electrical equipment; clothing including greatcoats, ankle boots, shoes, battle dress and denim suits, drawers, vests, raincoats; Webb anklets; pouches; haversacks and packs; ground sheets; curtains; carpets; scrap metals; rubber; canvas, mixed rags; miscellaneous furniture and a large assortment of other general stores.

Catalogues of the above sales may be obtained from the relevant auctioneers about 14 days prior to and up to the date of sale, price 1s. 0d. (postal orders only).

NISSEN HUTS

Approximately 80 Nissen Huts, size 16 ft. by 36 ft. and a further 40 Nissen Huts, size 24 ft. by 66 ft. as well as a large quantity of Nissen Hut components are to be sold at a Ministry of Defence Auction Sale in BELFAST on Wednesday, March 20, 1968. All the huts will be sold as single lots. Further details and catalogues are obtainable from: Osborne, King & Megran, 14 Montgomery Street, Belfast 1. (Postal Order for 1s. 0d. please)

MINISTRY OF PUBLIC BUILDING AND WORKS

1968	Description of Goods	Location	Auctioneers
March 5 .	Office and miscellaneous furniture, engineering and electrical equipment, domestic, canteen and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: price 6d. direct from auctioneer. View days: Day preceding and morning of sale.

Work for 300 at Merthyr factory

THE BOARD OF TRADE announce that the advance factory at Goat Mill Lane, Merthyr, has been allocated to Ballito Hosiery Mills Limited, a member of the Courtaulds Group. The company are to establish a new project to make ladies' seamless stockings.

It is proposed to instal the most up-to-date machinery in the factory, and it is hoped to commence production by June. It is hoped that the advance factory, of 25,000 sq. ft., will be extended to 50,000 sq. ft. within 12 months. It is expected that employment will be provided eventually for 300 people (200 men, 100 women).

Notes:

The advance factory, which is being erected by the Welsh Industrial Estates Corporation on behalf of the Board of Trade, was announced in May 1966;

Kayser Bondor Limited, another member of the Courtaulds Group, occupy a nearby factory in Dowlais;

Two other Board of Trade advance factories have been authorized for Merthyr. One of 25,000 sq. ft. (which was announced in November 1966) is nearing completion at Goat Mill Lane. In June 1967 another of 10,000 sq. ft. was announced for Abercanaid.

The Board of Trade

1 Victoria Street, London, S.W.1 **(Telephone: 01-222 7877; T.A.: 'Advantage, London SW1'.) (Telex No. 25955. Answer Back BOTHQ LONDON)**

Secretariat – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955.)

Accidents Investigation Branch – Shell Mex House, Strand, London, W.C.2. (01-836 1207; Telex 22119.) T.A.: Civilair, London W.C.2.)

Accountants Division – Hillgate House, 35 Old Bailey, London, E.C.4. (01-248 5757; Telex 886143.)

Accountancy Services (Civil Aviation) Division – The Adelphi, John Adam Street, London, W.C.2. (01-836 1207; Telex 22110; T.A.: Civilair, London WC2.')

Aeronautical Information Service – Tolcarne Drive, Pinner, Middlesex. (01-866 8781. Telex 22807. Answer back EGGN Pinner, T.A. Notoff), Aeronautical Fixed Services call sign EGGNYO.

Air Transport Licensing Board – Gaywood House, Gt. Peter Street, London, S.W.1. (01-222 7231.)

Bankruptcy Department:
Headquarters: Hillgate House, 35 Old Bailey, London, E.C.4. (01-248 5757; Telex 886143.)
Official Receiver (High Court): Victory House, Kingsway, London, W.C.2. (01-405 7641; T.A.: 'Official Receiver, London'.)

Board of Trade Advisory Committee – 2 Bunhill Row, London, E.C.1. (01-606 4071; Telex 886143.)

'Board of Trade Journal' – 1 Victoria Street, London, S.W.1. (01-222 7877, Ext. 2654; Telex 25955.)

British Weeks and Store Promotions Directorate – Kingsgate House, Victoria Street, London, S.W.1. (01-222 7877; T.A. 'Advantage, London SW1'; Telex 25955.)

Census Office – Lime Grove, Eastcote, Ruislip, Middlesex. (01-866 8771/0.)

Civil Aviation Divisions 1, 2 and 4 – Shell Mex House, Strand, London, W.C.2. (01-836 1207; Telex 22119; T.A.: 'Civilair, London WC2'.)
Division 3 – The Adelphi, John Adam Street, London, W.C.2. (01-836 1207; Telex 22110; T.A.: 'Civilair, London WC2'.)

Commercial Relations and Exports Divisions 1-5 – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955; T.A.: 'Advantage, London SW1'.)

Companies Inspection and Liquidation Branch – Hillgate House, 35 Old Bailey, London, E.C.4. (01-248 5757; Telex 886143.)

Companies Registration Office – Companies House, 55/71 City Road, London, E.C.1. (01-253 9393.)

Companies (Winding-up) Department – Inveresk House, 346 Strand, London, W.C.2. (01-836 7733.)

Controllerate of National Air Traffic Control Services – The Adelphi, John Adam Street, London, W.C.2. (01-836 1207; Telex 22110; T.A.: 'Civilair, London WC2'.)

Distribution of Industry Division – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955.)

Economic (General) Divisions 1 and 2 – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955.)

Economic Services Division – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955.)

Enemy Property Branch – 2 Bunhill Row, London, E.C.1. (01-606 4071.)

Establishment Division – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955.)

Export Licensing Branch – Hillgate House, 35 Old Bailey, London, E.C.4. (01-248 5757; Telex 886143.)

Export Policy and Promotion Division – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955; T.A.: 'Advantage, London SW1'.)

Export Services Branch – Hillgate House, 35 Old Bailey, London, E.C.4. (01-248 5757; Telex: 886143; T.A.: 'Exserbra, London, EC4'.)

Export Services Bulletin Section – Room H.28, Hillgate House, 35 Old Bailey, London, E.C.4. (01-248 5757 Ext. 433; Telex 886143; T.A.: 'Exserbra, London, EC4'.)

Films Branch – Broadway Buildings, 54 Broadway, London, S.W.1. (01-222 7877; Telex 25955.)

Finance Division – Norman Shaw North Building, Victoria Embankment, London, S.W.1. (01-930 4349; Telex: 25955.)

Import Licensing Branch – Broadway Buildings, 54 Broadway, London, S.W.1. (01-222 7877; Telex 25955; T.A.: 'Explic, London, SW1'.)

Industries Divisions 1 and 2 – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955.)

Information Division – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955.)

Insurance and Companies Department – Sanctuary Buildings, 20 Great Smith Street, London, S.W.1. (01-222 7877; Telex 25955.)

Investment Grants Division – Sanctuary Buildings, 20 Great Smith Street, London, S.W.1. (01-222 7877; Telex 25955.)

Jute Control – Kandahar House, 71 Meadowside, Dundee. (Telephone: 0642 24953.)

Marine Division – Surrey House, 20 Lavington Street, London, S.E.1. (01-928 7999; Telex 25955; T.A.: 'Advantage, London SW1'); Marine Navigational Aids: 2 Bunhill Row, London, E.C.1. (01-606 4071; Telex 886143; T.A.: 'Advantage, London SW1'.)

Overseas Trade Fairs Directorate – Broadway Buildings, 54 Broadway, London, S.W.1. (01-222 7877; Telex 25955.)

Parliamentary Branch – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955.)

Patent Office and Industrial Property and Copyright Department – 25 Southampton Buildings, Chancery Lane, London, W.C.2. (01-405 8721; T.A.: 'Patoff, London, W.C2'.) 51 Regent House, Cannon Street, Manchester, 4. (061 BLA 3759.)

Registry of Business Names – Companies House, 55/71 City Road, London, E.C.1. (01-253 9393.)

Shipping Policy Division – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955.)

Solicitors Department – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955.)

Standard Weights and Measures Department – 26 Chapter Street, London, S.W.1. (01-834 7032.)

Statistics Division – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955.)

Tariff Division – 1 Victoria Street, London, S.W.1. (01-222 7877; Telex 25955.)

Tariff Division – Duty Remission Branch, Sanctuary Buildings, 20 Great Smith Street, London, S.W.1. (01-222 7877; Telex 25955.)

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,130	—	16,041	15,386	15,386	9,140	3,492	922	688	586	1,219				
1961	113	114	122	116	112	100	130	130	138	139	121	+335	+224	+46	+29
1962	114	115	127	123	114	100	129	119	134	143	124	+ 87	+ 22	+35	+14
1963	118	119	135	131	119	103	131	104	143	146	130	+221	+113	+44	+55
1964	125	128	145	140	124	106	154	118	171	185	147	+590	+354	+88	+47
1965	129	132	154	149	126	108	160	130	169	189	153	+365	+217	+42	+43
1966	131	133	162	157	128	109	162	134	161	183	163	+217	+129	+ 2	+ 6
1967		133*				111									+10
1966															
2nd quarter	130	133	160	157	129	110	162	132	163	183	164	+ 39	— 2	—19	+26
3rd quarter	131	134	160	157	127	109	163	135	162	182	166	+103	+ 91	+25	—13
4th quarter	132	132	162	158	127	109	163	133	158	186	169	— 17	— 7	— 9	—24
1967															
1st quarter	132	132	166	160	129	109	164	128	162	190	173	+ 47	+ 2	—10	+14
2nd quarter	133	133	166	161	129	109	175	131	176	198	187	+ 37	+ 3	—13	+14
3rd quarter	132	133	169	165	131	111	171	123	165	207	189	— 25	— 17	—18	—20
4th quarter		134*				113									+ 2
1967															
June		133				110									
July		133				110									
August		133				111									
September		132				111									
October		132*				112									
November		134*				114									
December		136*				114									

	ORDERS		PRICES AND COSTS					LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in
Value in base year, £m.	..	..	—		—	—	—				3,834	3,250	£ million
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	+ 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+127
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+116
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—402
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—110
1966	153	104	136·9	+3·9	114·5	133·0	168·4	325	255	24,876	158	155	— 59
1967		114*	140·3	+2·5	112·0*	134·3*	175·3	515	174		168	155	
1966													
2nd quarter	161	127	137·0	+3·8	116·8	133·1	168·1	282	282	24,930	155	146	— 96
3rd quarter	159	109	137·5	+3·7	114·6	133·8	169·8	322	253	24,953	161	157	— 58
4th quarter	153	104	138·6	+3·8	113·0	133·5	169·8	417	206	24,702	147	164	+130
1967													
1st quarter	148	104	139·3	+3·6	112·0	133·6	171·4	458	188	24,453	164	166	+ 21
2nd quarter	148	107	140·5	+2·6	109·8	133·6	172·8	508	168		167	160	—121
3rd quarter	147	100*	139·8	+1·7	110·9	134·7	177·3	555	158		162	157	— 36
4th quarter		114*	141·5	+2·1	116·7*	135·9*	174·5	538	182		178	138	
1967													
June	148	107	140·9	+2·4	109·6	133·5	173·3	524	162		164	154	
July	147	102*	140·1	+2·3	109·7	134·4	176·7	543	155		157	163	
August	146	100*	139·7	+1·4	111·0	134·7	177·1	559	155		162	155	
September	147	100*	139·6	+1·5	112·0	134·9	178·1	563	163		166	150	
October	145	103*	140·6	+2·0	111·9	135·4	178·7	541	176		163	125	
November	144*	112*	141·5	+1·9	116·1	135·4	179·7	536	181		180	125	
December		114*	142·4	+2·4	121·9*	136·4*	180·2	538	190		190	164	
1968													
January			142·9	+2·7	122·9*	137·0*		520	186		194*	184*	

*Provisional. †Not seasonally adjusted.

First results of the 1966 Census of Distribution

THERE WERE ABOUT 8 per cent fewer shops in Britain in 1966 than five years earlier, but they sold about 7 per cent more goods between them. This is shown by the preliminary results of the Census of Distribution and Other Services for 1966, presented in this article. They broadly confirm the retail turnover statistics published every month in this *Journal*. The census is, however, more comprehensive and in particular covers directly the growth of new multiple chains as well as of other businesses.

Coverage

The 1966 census was the fourth of its kind to be taken in Great Britain. It was on a sample basis, like that of 1957; those of 1950 and 1961 included all establishments in their field. (Details of the sampling scheme were published in an article in this *Journal* on December 30, 1966.)

The census covered retailing and the installation, maintenance and repair as well as the hiring-out of consumer goods, hairdressing and manicure; laundries, launderettes and dry cleaners, the hire of linen and industrial clothing; and for the first time radio and television relay services. The coverage of mobile shops was restricted this time to those operated by co-operative societies, large multiple retailers or otherwise from fixed shop premises. Similarly, market traders were only covered as far as they occupied fixed lockable premises in markets. The remainder, now excluded, accounted in 1961 for about 6 per cent of all retail establishments, but for only about 1 per cent of turnover and little more of employment.

For the first time questions were asked about the floor space of shops in main shopping centres and also about transport costs; the latter were also asked in the 1963 Census of Production and the 1965 Inquiry into Wholesaling.

Trends in retail trade

Table 1 shows the broad trends since the first census of distribution in 1950 in the retail and service trades covered. The number of establishments remained practically unchanged over the first three censuses; the recent fall is the more striking. However, of the apparent decline of nearly 80,000 to 498,000 establishments, nearly half is accounted for by the exclusion of many market traders and some mobile shops in 1966; if these are left out of the 1961 figures the fall becomes 8.4 per cent instead of 13.7 per cent. The rise in turnover by about a quarter to about £10,950 million is much less affected; on a comparable basis the change since 1961 becomes 24.2 per cent instead of 22.8. But prices rose by about 15 per cent over the period, so that the change in the volume of sales is estimated to have been 7.1 per cent. That would mean an average of 1.4 per cent per year, compared with about 3 per cent per year in 1957-61 and something like 1 per cent in 1950-57.

The number of people working in retail trade is about two and a half million. Table 2 shows an apparent rise of ¼ per cent since 1961, or just over 1½ per cent if allowance is made for the excluded market traders. But this may well be accounted for by a further increase in part-time working; the final census results will show whether that is so. Ignoring the part-time factor but allowing for market traders, turnover per person engaged rose by 22 per cent, or 6.3 per cent at constant prices (say 1¼ per cent per year on average).

The average size of shop, as measured by turnover, has gone up substantially since 1961: allowing for market traders the 1966 figure of £21,975 is 36 per cent higher, or 18 per cent at 1961 prices. Only about 4 percentage points of this rise are due to the increased share of the multiple chains with their larger average turnover per shop.

* Separate figures for variety stores have to be withheld to avoid disclosing particulars of individual businesses.

Table 1. Retail and Service Trades: Establishments and Turnover by Broad Kind of Business, 1950-1966

Kind of Business	Establishments				Turnover			
	1950	1957	1961	1966	1950	1957	1961	1966
	Number	Number	Number	Number	£'000	£'000	£'000	£'000
TOTAL RETAIL TRADE	**583,132**	**577,405**	**577,307**	**498,477**	**5,000,130**	**7,587,154**	**8,918,860**	**10,954,134**
Grocers and provision dealers	145,709	151,859	151,154	122,336	1,228,797	2,038,374	2,366,805	2,871,544
Other food retailers	137,867	123,295	127,304	103,296	991,331	1,544,703	1,770,600	2,055,956
Confectioners, tobacconists, newsagents	74,606	77,437	70,662	63,015	502,661	702,996	799,622	1,035,064
Clothing and footwear shops	100,011	97,656	96,612	81,544	966,336	1,180,212	1,384,576	1,675,325
Household goods shops	62,946	62,115	69,133	68,339	500,477	795,566	993,660	1,267,127
Other non-food retailers	60,352	61,360	58,692	57,028	374,413	563,050	673,909	972,091
General stores	1,641	3,683	3,750	2,919	436,115	762,253	929,687	1,077,026
SERVICE TRADES								
Boot and shoe repairers	18,467	14,458	11,154	8,695	18,983	22,590	25,436	26,153
Hairdressers	33,113	34,458	40,152	47,985	38,153	62,495	97,267	135,588
Laundries, launderettes and dry cleaners (a)	..	..	4,573	5,954	..	..	112,483	181,891
TOTAL RETAIL TRADE as defined in Establishment Tables	**583,132**	**577,405**	**577,307**	**498,477**	**5,000,130**	**7,587,154**	**8,918,860**	**10,954,134**
Electricity and Gas showrooms	2,454	2,620	2,791	3,012	38,838	62,492	104,174	185,780 (c)
Mail order houses (a)	434	377	556	547	45,879	126,312	226,673	488,451
Automatic vending machine operators (a)	..	11	26	56	..	2,297	4,072	11,041
TOTAL excluding Relay	..	**580,413**	**580,680**	**502,092**	..	**7,778,254**	**9,253,779**	**11,639,406**
Radio and television relay organisations (a)	..	..	..	251(b)	..	..	..	25,722(i)
TOTAL including Relay	..	..	..	**502,343**	..	..	..	**11,665,128**

TABLE 1, *continued*

Kind of Business	Percentage Change					
	Establishments			Turnover		
	1950-57	1957-61	1961-66	1950-57	1957-61	1961-66
	%	%	%	%	%	%
TOTAL RETAIL TRADE	— 1·0	0·0	— 13·7(b)	+ 51·7	+ 17·6	+ 22·8(d)
Grocers and provision dealers	+ 4·2	— 0·5	— 19·1	+ 65·9	+ 16·1	+ 21·3
Other food retailers	— 10·6	+ 3·3	— 18·9	+ 55·8	+ 14·6	+ 16·1
Confectioners, tobacconists, newsagents	+ 3·8	— 8·7	— 10·8	+ 39·9	+ 13·7	+ 29·4
Clothing and footwear shops	— 2·4	— 1·1	— 15·6	+ 22·1	+ 17·3	+ 21·0
Household goods shops	— 1·3	+ 11·3	— 1·1	+ 59·0	+ 24·9	+ 27·5
Other non-food retailers	+ 1·7	— 4·3	— 2·8	+ 50·4	+ 19·7	+ 44·2
General stores	+124·4	+ 1·8	— 22·2	+ 74·8	+ 22·0	+ 15·8
SERVICE TRADES						
Boot and shoe repairers	— 21·7	— 22·9	— 22·0	+ 19·0	+ 12·6	+ 2·8
Hairdressers	+ 4·1	+ 16·5	+ 19·5	+ 63·8	+ 55·6	+ 39·4
Laundries, launderettes and dry cleaners (a)	..	..	+ 30·2	..	..	+ 61·7
TOTAL RETAIL TRADE as defined in Establishment Tables	— 1·0	0·0	— 13·7(b)	+ 51·7	+ 17·6	+ 22·8(d)
Electricity and Gas showrooms	+ 6·8	+ 6·5	+ 7·9	+ 60·9	+ 66·7	+ 50·3(f)
Mail order houses (a)	— 13·1	+ 47·5	— 1·6	+175·3	+ 79·5	+115·5
Automatic vending machine operators (a)	..	+136·4	+115·4	..	+ 77·3	+171·1
TOTAL excluding Relay	..	0·0	—13·5(c)	..	+ 19·0	+ 25·8(g)
Radio and television relay organizations (a)	..	..	..	..	..	..
TOTAL including Relay	..	..	..	..	..	..

(a) Numbers relate to organizations instead of establishments.
(b) — 8·4 per cent } allowing for the exclusion of certain market traders and mobile shops in 1966.
(c) — 8·3 per cent }
(d) +24·2 per cent }
(e) Including £29,160 thousand for installation, maintenance and repair not included for previous years.
(f) Excluding installation, maintenance and repair receipts.
(g) +26·9 allowing for the exclusion of certain market traders and mobile shops and for the inclusion of installation, maintenance and repairs by electricity and gas showrooms in 1966.
(h) Organizations doing commercial relay work other than those having retail or hire shops but no relay showrooms.
(i) Total turnover of relay businesses which are not in the retail (including rental) field and of relay establishments of multiples which are in that field.

Table 2. Establishments, Turnover and Persons Engaged by Kind of Business (food and non-food) by Form of Organization, 1957, 1961, 1966

Kind of Business and Form of Organization	1957			1961			1966		
	Establishments	Turnover	Persons engaged	Establishments	Turnover	Persons engaged	Establishments	Turnover	Persons engaged
	(a) Absolute figures								
	Number	£'000	Number	Number	£'000	Number	Number	£'000	Number
TOTAL RETAIL TRADE	577,405	7,587,154	2,529,602	577,307	8,918,860	2,524,084	498,477	10,954,134	2,530,928
Co-operative Societies	28,945	904,796	197,625	29,396	959,339	195,144	26,436	1,013,112	172,383
Multiples	59,105	1,883,809	531,160	67,299	2,580,073	633,029	73,933	3,858,391	748,343
Independents	489,355	4,798,548	1,800,817	480,612	5,379,448	1,695,911	398,108	6,082,632	1,610,202
Food shops	275,154	3,583,076	1,047,662	278,458	4,137,405	1,046,391	225,632	4,927,500	974,511
Co-operative Societies	23,098	707,207	147,964	23,440	729,368	140,845	20,933	749,546	118,854
Multiples	27,955	729,615	175,919	31,996	1,033,119	220,420	32,612	1,648,417	260,791
Independents	224,101	2,146,255	723,779	223,022	2,374,919	685,126	172,087	2,529,536	594,866
Non-food shops (including general shops)	302,251	4,004,077	1,481,940	298,849	4,781,455	1,477,693	272,845	6,026,633	1,556,417
Co-operative Societies	5,847	197,590	49,661	5,956	229,971	54,299	5,503	263,565	53,529
Multiples	31,150	1,154,194	355,241	35,303	1,546,955	412,609	41,321	2,209,974	487,552
Independents	265,254	2,652,293	1,077,038	257,590	3,004,529	1,010,785	226,021	3,553,094	1,015,336
	(b) Percentage distribution between forms of organization								
	%	%	%	%	%	%	%	%	%
TOTAL RETAIL TRADE	100·0	100·0	100·0	100·0	100·0	100·0	100·0	100·0	100·0
Co-operative Societies	5·0	11·9	7·8	5·1	10·8	7·7	5·3	9·2	6·8
Multiples	10·2	24·8	21·0	11·7	28·9	25·1	14·8	35·2	29·6
Independents	84·8	63·2	71·2	83·3	60·3	67·2	79·9	55·5	63·6
Food shops	100·0	100·0	100·0	100·0	100·0	100·0	100·0	100·0	100·0
Co-operative Societies	8·4	19·7	14·1	8·4	17·6	13·5	9·3	15·2	12·2
Multiples	10·2	20·4	16·8	11·5	25·0	21·1	14·5	33·5	26·8
Independents	81·4	59·9	69·1	80·1	57·4	65·5	76·3	51·3	61·0
Non-food shops (including general shops)	100·0	100·0	100·0	100·0	100·0	100·0	100·0	100·0	100·0
Co-operative Societies	1·9	4·9	3·4	2·0	4·8	3·7	2·0	4·4	3·4
Multiples	10·3	28·8	24·0	11·8	32·4	27·9	15·1	36·7	31·3
Independents	87·8	66·2	72·7	86·2	62·8	68·4	82·8	59·0	65·2

(*Continued on next page*)

HINTS TO BUSINESSMEN

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1966 CENSUS OF DISTRIBUTION, *continued*

Changes in main kinds of business

The fall in the number of establishments affected all the broad kinds of business summarized in Table 1 though it was very small for household goods shops and 'other' non-food retailers. The largest decreases are among grocers (slightly exaggerated by the exclusion of some market traders etc.), other food retailers (much exaggerated – true decrease perhaps 10 or 12 per cent), clothing shops (similarly – true decrease perhaps 5-7 per cent) and general stores (22 per cent, slightly exaggerated by reclassification of a number of businesses.

The rise in turnover (at current prices) was even more widespread, the largest proportionally being in the group of other non-food retailers (44 per cent); that for other food retailers (16 per cent) would have been slightly larger with comparable treatment of market traders. The general stores group came last with 15 per cent; but it should be noted that in the establishment tables of the census this group excludes the general mail order houses whose trade has increased spectacularly – see below.

Form of organization

The changing shares of co-operative societies, multiple chains and independent retailers in total trade are summarized in Table 2. In the 1966 census tables *Multiples means organizations with* 10 *or more establishments and Independents means those with less than* 10.

The share of the multiples in total retail turnover has continued its steady rise, both among food shops and (rather more slowly) among non-food shops. In 1966 they had 35 per cent of the total turnover. The share of co-operative societies continued to decline (to 9 per cent) and so did that of independents (to 56 per cent). But the latter still account for four fifths of the total number of establishments.

The actual increases in turnover are similarly analysed in Table 3, again demonstrating the growth of the multiples.

Individual kinds of business

In considering figures for individual kinds of business it should be remembered that these figures are for retail selling points classified according to the main goods handled. They are not figures for 'outlets' in the sense of the number of establishments selling particular commodities; for example, the number of outlets for confectionery and tobacco is considerably greater than the number of shops classified to the confectioners, tobacconists, newsagents kind of business. The widening of the range of goods sold in non-traditional outlets has continued and apart from confectionery and tobacco, many foods, drugs and toilet articles are sold outside the shops specializing in these goods. Further, not all shops in a particular kind of business necessarily sell the whole range of items appropriate to it; for example, not all electrical goods shops sell all the growing range of large household appliances.

The food trades

On the whole the food trades have increased their turnover less than other retailers. The difference is small for grocers, where the big fall in the number of shops has been largely offset by an increase in average sales per shop substantially higher than the average for total retail trade. The share of the multiples in total turnover has risen in this kind of business more than in almost any other. But this accounts for very little of the excess over the average increase in shop size – the growth of supermarkets and self-service trading generally is a much more likely explanation and will be analysed further when the full census results are to hand.

The largest increase in turnover per shop (or, in this case, roundsmen's depots) occurred among dairymen: 78 per cent. Here most of the excess over the average increase for total retail trade is due to the increased proportions of establishments belonging to multiples and co-operative societies with their larger units.

The apparent fall in greengrocers' turnover is probably more than accounted for by the change in the coverage of market traders and mobile shops; but even allowing for that the volume of sales (at constant prices) seems to have fallen in this trade as well as in that of fishmongers and butchers and remained constant for bakers. Only off-licences increased their trade substantially, even allowing for price changes.

The share of the multiples has increased proportionately most in the greengrocery trade but remains there one of the smallest for any kind of business. Their share in the turnover of fishmongers' shops, on the other hand, has actually gone down; this, like the decline in the total trade of these shops, may well reflect not only changes in consumption habits but diversification of traders' business, more shops now being classified as greengrocers or grocers instead of fishmongers.

Table 3. Changes in Retail Turnover by Form of Organization

Kind of Business and Form of Organization	Percentage change in Turnover		
	1950-57	1957-61	1961-66
	%	%	%
TOTAL RETAIL TRADE	+51·7	+17·6	+22·8(a)
Co-operative Societies	+58·3	+ 6·0	+ 5·6
Multiples	+72·3	+37·0	+49·5
Independents	+43·9	+12·1	+13·1(b)
FOOD SHOPS	+61·4	+15·5	+19·1
Co-operative Societies	+63·8	+ 3·1	+ 2·8
Multiples	+78·8	+41·6	+59·6
Independents	+55·5	+10·7	+ 6·5
NON-FOOD SHOPS (including general shops)	+44·0	+19·4	+26·0
Co-operative Societies	+41·5	+16·4	+14·6
Multiples	+68·4	+34·0	+42·9
Independents	+35·7	+13·3	+18·3

(a) +24·2 per cent } allowing for the exclusion of certain market traders and mobile shops
(b) +15·3 per cent } in 1966.

Confectioners, tobacconists, newsagents

The decline in the number of confectioner's tobacconist's and newsagents' shops has continued though their turnover has risen (but most of the rise is due to price increases). These goods are, of course, sold in many outlets not classified to this kind of business (e.g. grocers, automatic machine vendors) or not covered by the census (e.g. catering establishments); of total expenditure on tobacco, for example, only about two thirds is reported in the census and less than half in this kind of business.

Clothing and footwear shops

After allowing for price changes there was little increase in the turnover of footwear shops between 1961 and 1966, but men's and boys' wear shops increased their trade volume nearly twice as fast as the average for all retailers. Only in women's and general clothing shops did the share of the multiples in total trade go up substantially, with the result that average sales per shop rose by over a half (at current prices).

Household goods shops

Much the largest increase in sales volume in the retail establishment tables is that of radio and television hire shops which has roughly doubled, following the proportionately even larger increase from small beginnings in 1957-61. In addition quite a number of shops classified to radio and electrical goods (other than predominantly hire shops) engage in this business.

The share of the multiples, though with 84 per cent the largest for any kind of business shown, actually dropped slightly after 1961.

Furniture shops also increased their trade substantially if less spectacularly than television hire; allowing for price changes it went up something like 19 per cent, or double the average.

Many durable household goods such as refrigerators, washing machines, cookers and heaters are sold by electricity and gas showrooms. These are excluded from the main census tables because the part of their employment and various other data concerned with retailing and other activities in scope of the census cannot be distinguished from those concerned with the supply of electricity and gas. Figures of establishments and turnover are, however, given in Table 4A and the supplementary section of Table 1. The turnover figures for 1966 are not strictly comparable with those for earlier years because they include for the first time receipts from installation, maintenance and repair of the goods concerned. Leaving these out the turnover of electricity showrooms at current prices increased by 18 per cent in 1961-66 (against 68 per cent in 1957-61), whereas that of gas showrooms went up no less than 86.8 per cent (against 65 per cent) and raised average sales per showroom by nearly two thirds.

Other non-food retailers

All the kinds of business in the next group, 'other non-food retailers', increased their turnover much more than the average for all retailers, and this is even more marked when price changes are allowed for. In most of them the share of the multiples also showed a substantial rise; the exceptions are chemists and photographic dealers among whom, unlike most of the others, that share was already higher than average in 1961.

Table 4. Establishments, Turnover and Persons Engaged by Kind of Business, 1957, 1961, 1966

Form of Organization and Kind of Business	1957			1961			1966		
	Establishments	Turnover	Persons engaged	Establishments	Turnover	Persons engaged	Establishments	Turnover	Persons engaged
	Number	£'000	Number	Number	£'000	Number	Number	£'000	Number
TOTAL RETAIL TRADE	**577,405**	**7,587,154**	**2,529,602**	**577,307**	**8,918,860**	**2,524,084**	**498,477**	**10,954,134**	**2,530,928**
Co-operative Societies	**28,945**	**904,796**	**197,625**	**29,396**	**959,339**	**195,144**	**26,436**	**1,013,112**	**172,383**
Multiples	**59,105**	**1,883,809**	**531,160**	**67,299**	**2,580,073**	**633,029**	**73,933**	**3,858,391**	**748,343**
Independents	**489,355**	**4,798,548**	**1,800,817**	**480,612**	**5,379,448**	**1,695,911**	**398,108**	**6,082,632**	**1,610,202**
Grocers and provision dealers	**151,859**	**2,038,374**	**556,706**	**151,154**	**2,366,805**	**556,953**	**122,336**	**2,871,544**	**519,773**
Other food retailers	**123,295**	**1,544,703**	**490,866**	**127,304**	**1,770,600**	**489,438**	**103,296**	**2,055,956**	**454,738**
Dairymen	7,534	322,921	72,314	6,580	363,740	73,600	4,473	440,071	67,577
Butchers	41,698	549,893	149,550	44,248	630,660	152,309	38,087	716,824	137,976
Fishmongers, poulterers	8,108	73,142	26,279	7,857	80,687	23,532	5,557	80,753	20,466
Greengrocers, fruiterers (including those selling fish)	39,515	270,451	108,093	42,072	320,749	112,122	26,779	307,518	87,753
Bread and flour confectioners	17,644	215,889	111,039	17,549	234,224	103,396	17,849	289,100	113,128
Off-licences	8,796	112,408	23,591	9,000	140,539	24,479	10,551	221,688	27,838
Confectioners, tobacconists, newsagents	**77,437**	**702,996**	**285,163**	**70,662**	**799,622**	**250,717**	**63,015**	**1,035,064**	**296,112**
Clothing and footwear shops	**97,656**	**1,180,212**	**411,631**	**96,612**	**1,384,576**	**405,079**	**81,544**	**1,675,325**	**398,080**
Boot and shoe shops	14,451	178,785	60,882	14,583	220,678	63,220	13,451	258,562	64,539
Men's and boys' wear shops	14,892	244,209	67,793	14,060	270,780	63,823	14,534	346,431	70,324
Women's and girls' wear, household textile and general clothing shops	68,313	757,217	282,956	67,969	893,118	278,036	53,559	1,070,331	263,217
Household goods shops	**62,115**	**795,566**	**259,603**	**69,133**	**993,660**	**281,376**	**68,339**	**1,267,127**	**294,749**
Furniture and allied shops	16,278	294,369	86,369	17,038	372,664	91,443	19,273	510,841	104,158
Radio and electrical goods shops (excluding hire)	13,498	235,335	70,314	16,653	270,169	76,200	15,695	291,814	72,784
Radio and television hire shops	352	15,242	3,655	2,225	71,350	15,829	3,800	129,468	23,309
Cycle and perambulator shops (including 'radio and cycle' shops)	7,497	61,344	21,448	5,657	38,545	13,835	3,776	30,646	9,465
Hardware, china, wallpaper and paint shops	24,490	189,277	77,817	27,560	240,931	84,069	25,795	304,357	85,033
Other non-food retailers	**61,360**	**563,050**	**237,597**	**58,692**	**673,909**	**227,776**	**57,028**	**972,091**	**257,968**
Bookshops and stationers	6,818	81,577	36,007	6,284	84,008	29,043	5,887	126,918	34,859
Chemists, photographic dealers	18,129	269,690	96,158	18,392	347,423	102,464	17,934	498,390	114,782
Jewellery, leather and sports goods shops	20,380	137,532	61,402	19,277	164,655	57,063	18,586	240,890	63,960
Other non-food shops	16,033	74,251	44,030	14,739	77,824	39,206	14,621	105,895	44,367
General stores	**3,683**	**762,253**	**287,946**	**3,750**	**929,687**	**312,745**	**2,919**	**1,077,026**	**309,508**
Department Stores	718	453,912	169,156	784	545,421	181,757	778	661,959	180,992
Variety and other general stores	2,965	308,342	118,790	2,966	384,266	130,988	2,141	415,068	128,516

Table 4A. Electricity and Gas Showrooms: Establishments and Turnover, 1957, 1961, 1966

	1957		1961		1966	
	Establishments	Turnover	Establishments	Turnover	Establishments	Turnover
	Number	£'000	Number	£'000	Number	£'000
Electricity showrooms	1,257	32,765	1,333	55,029	1,332	83,850 (a)
Gas showrooms	1,363	29,727	1,458	49,145	1,680	101,930 (a)

(a) Including the following amounts for installation, maintenance and repairs, not included in previous years: Electricity showrooms £19,026 thousand, Gas showrooms £10.135 thousand.

The strong increase in sales was not accompanied by any increase in the number of shops, so that sales per shop went up considerably: in the case of booksellers, chemists and jewellers more than for any other kind of business except dairymen, gas showrooms, women's wear shops and grocers.

Department and other general stores

Department store sales went up roughly in line with the retail trade average, while the multiples increased their share of them substantially, partly as a result of reclassification.

The performance of the variety and other general stores, taken as a whole, apparently lagged behind, but the picture is obscured by the mixed nature of this group* and by the big fall in the number of shops classified to it.

Mail order houses

Mail order trading has been one of the fastest-growing parts of retail trade. Summary figures are shown in the supplementary section at the bottom of Table 1. Mail order businesses were covered in full in the census; they are not included in the establishment tables as they would distort local figures.

Their total turnover in 1966, at £488 million, was well over double the 1961 figure and even at 1961 prices the rise was about 93 per cent. The number of organizations involved, 547, was practically unchanged, and so was the number of general mail order houses selling a wide range of goods (26) and their share in the total turnover (90 per cent).

These figures do not include the mail order sales of large retailers who were not mail order specialists – these will be compiled later – nor those of manufacturers and wholesalers. In 1961 the specialist mail order businesses accounted for 82 per cent of total mail order trade.

Automatic machine vending

Sales through automatic vending machines have gone on rising fast; the increase of 171 per cent (at current prices) is by far the largest in the final column in Table 1. The figures again relate to whole organizations and are not included in the census establishment tables. They cover all known specialist owners and operators of automatic vending machines, 56 against 26 in 1961, with a total turnover of £11 million. Sales through machines by ordinary retailers cannot be separately identified and are included with shop receipts; for the same reason machine sales by caterers (such as industrial canteens), petrol stations, etc., are excluded from the census of distribution and included in the receipts recorded in the inquiries covering those fields. Further details of the specialist machine vending business will be published later.

Radio and television relay

Radio and television relay services were included in the census for the first time in 1966. This applies to commercial organizations only; local authorities, nationalized industries and the like running relay services for the tenants of their blocks of flats or employees' houses, and television clubs using community aerials in areas of difficult reception, were excluded. The figures will be published in the census organization tables; relay showrooms are excluded from

(*Continued on next page*)

1966 CENSUS OF DISTRIBUTION, *continued*

the establishment tables because it is often impossible to allocate the relay receipts of multiple organizations to individual showrooms. A few summary figures appear in the supplement to Table 1.

Relay businesses known to have 500 or more subscribers were covered in full; the figures include an estimate (about 2½ per cent) for the turnover of smaller businesses. The total receipts of £26 million for about 250 organizations include charges for the signal and rentals for relay sets hired out, as well as receipts not classified to relay services such as rentals of aerial sets and sales of equipment. Eight multiple or co-operative retail or rental organizations engaged in relay business, though not all of them were classified to it as organizations – with some the receipts from rentals of aerial sets or from sales of goods predominated. Their relay receipts came to about a third of the total shown in Table 1.

Service trades

The main part of Table 1 includes summary figures for the service trades covered in the census.

Boot and shoe repairers' receipts have gone up less than 3 per cent since 1961, and probably declined in real terms; the figures do not include repairs handled through footwear shops but carried out at establishments not open to the public (e.g. central repair workshops owned by multiple retailers). Multiple repairers with 10 or more shops again increased their share of the turnover, from a fifth to a third. The number of independent shoe repairing establishments declined further from over 10,000 to about 7,300.

Hairdressers' takings by contrast have gone on rising rapidly, though at 39 per cent in the five years not as fast as between 1950 and 1961. But the increase in the number of hairdressing establishments has actually accelerated, to 20 per cent, which is probably quite as much as the real rise in turnover allowing for price increases. The figures for hairdressing do not cover hairdressing salons in department or other retail stores except where the hairdressing business was run separately as a 'shop within a shop'.

Laundries, launderettes and dry cleaners: The 30 per cent increase in the number of organizations in the laundries group is entirely due to the phenomenal growth in launderette businesses (about two and a half times as many as in 1961, with a combined turnover about three and a half times as large as then). The numbers of laundry and dry cleaning organizations have actually declined a little. The inclusion of businesses specializing in the hire of linen and industrial clothing such as overalls, which were identified for the first time in 1966 as separate kinds of business, makes very little difference to the statistics as most of them were included in previous census figures (usually under laundries).

The total turnover of the whole group went up by about 60 per cent, of which something approaching half might be due to price increases. All kinds of business shared in the remaining, real, increase; naturally the rate of growth was highest for launderettes but they still account for only a ninth of total turnover.

Further results of the census

An account of the tables to be published in the final report on the census was given in the *Board of Trade Journal* of December 30, 1966.

There are to be two volumes. The main volume will contain the basic establishment and organization tables. The establishment tables will give total establishments, turnover and persons engaged by form of organization by kind of business, a size analysis according to turnover and some figures for standard regions.

The organization tables will give those data which in the case of multiples, co-operative societies and some others were collected for the organization as a whole, though for independents they were in this census (being based on a sample of establishments) collected for individual establishments. They include purchases, stocks, gross margin, capital expenditure, wages and salaries, commodity analysis of turnover, instalment credit trade and book debts. There will also be tables on large enterprises, membership of voluntary buying groups and automatic machine trading.

The supplementary volume will contain tables on self-service trading, mail order trading, mobile shops of co-operative societies and multiples, goods vehicles used and transport costs, floor space of shops in central shopping areas and sampling errors of the published estimates.

Some of the information in these volumes will be commented on in articles in this *Journal;* the subjects will include regional figures, credit trade, mail order and automatic machine trading, self-service trading and floor space.

Table 5. Establishments, Turnover and Persons Engaged by Form of Organization by Kind of Business, 1966

Kind of Business	All Retail Establishments			Co-operative Societies			Multiples			Independents		
	Establishments	Turnover	Persons engaged	Establishments	Turnover	Persons engaged	Establishments	Turnover	Persons engaged	Establishments	Turnover	Persons engaged
	Number	£'000	Number	Number	£'000	Number	Number	£'000	Number	Number	£'000	Number
TOTAL RETAIL TRADE	**498,477**	**10,954,134**	**2,530,928**	**20,436**	**1,013,112**	**172,383**	**73,933**	**3,858,391**	**748,343**	**398,108**	**6,082,632**	**1,610,202**
Grocers and provision dealers	**122,336**	**2,871,544**	**519,773**	**12,757**	**484,181**	**71,745**	**14,119**	**1,058,993**	**157,321**	**95,460**	**1,328,370**	**290,707**
Other food retailers	**103,296**	**2,055,956**	**454,738**	**8,176**	**265,366**	**47,109**	**18,493**	**589,424**	**103,470**	**76,627**	**1,201,166**	**304,159**
Dairymen	4,473	440,071	67,577	659	147,165	22,065	604	193,825	25,390	3,210	99,082	20,122
Butchers	38,087	716,824	137,976	5,313	65,202	12,496	4,306	116,410	18,790	28,468	535,213	106,690
Fishmongers, poulterers	5,557	80,753	20,466	120	1,262	320	270	11,625	2,019	5,167	67,867	18,127
Greengrocers, fruiterers (including those selling fish)	26,779	307,518	87,753	1,112	11,290	2,689	1,325	30,870	7,208	24,342	265,358	77,856
Bread and flour confectioners	17,849	289,100	113,128	793	35,522	9,142	6,259	107,519	35,642	10,797	146,059	68,344
Off-licences	10,551	221,688	27,838	179	4,926	397	5,729	129,175	14,421	4,643	87,587	13,020
Confectioners, tobacconists, newsagents	**63,015**	**1,035,064**	**296,112**	**134**	**5,298**	**363**	**6,111**	**147,577**	**30,511**	**56,770**	**882,189**	**265,238**
Clothing and footwear shops	**81,544**	**1,675,325**	**398,080**	**2,538**	**57,003**	**12,800**	**17,487**	**858,440**	**152,721**	**61,519**	**759,882**	**232,559**
Boot and shoe shops	13,451	258,562	64,539	630	10,534	2,462	6,664	172,974	40,151	6,157	75,054	21,926
Men's and boys' wear shops	14,534	346,431	70,324	426	9,417	1,793	4,704	181,645	31,332	9,404	155,370	37,199
Women's and girls' wear, household textile and general clothing shops	53,559	1,070,331	263,217	1,482	37,052	8,545	6,119	503,821	81,238	45,958	529,458	173,434
Household goods shops	**68,339**	**1,267,127**	**294,749**	**1,214**	**31,120**	**6,673**	**10,668**	**374,178**	**70,806**	**56,457**	**851,828**	**217,270**
Furniture and allied shops	19,273	510,841	104,158	559	25,183	3,691	2,227	139,574	25,844	16,487	346,084	74,623
Radio and electrical goods shops (excluding hire) (a)	15,695	291,814	72,784	251	9,054	1,497	2,860	87,035	16,182	12,624	196,340	55,232
Radio and television hire shops	3,800	129,468	23,309	17	518	116	3,078	109,161	18,066	705	19,789	5,127
Cycle and perambulator shops (including 'radio and cycle' shops) (a)	3,776	30,646	9,465	*	*	*	*	*	*	3,736	30,031	9,338
Hardware, china, wallpaper and paint shops	25,795	304,357	85,033	387	6,365	1,369	2,503	38,407	10,714	22,905	259,585	72,950
Other non-food retailers	**57,028**	**972,091**	**257,968**	**1,108**	**24,879**	**5,445**	**5,138**	**284,350**	**67,937**	**50,782**	**662,862**	**184,586**
Bookshops and stationers	5,887	126,918	34,859	10	249	48	830	47,436	12,389	5,047	79,233	22,422
Chemists, photographic dealers	17,934	498,390	114,782	1,000	22,883	4,949	2,692	189,309	45,704	14,242	286,198	64,129
Jewellery, leather and sports goods shops	18,586	240,890	63,960	59	1,238	286	1,146	39,068	7,715	17,381	200,584	55,959
Other non-food shops	14,621	105,895	44,367	39	509	162	470	8,538	2,129	14,112	96,849	42,076
General stores	**2,919**	**1,077,026**	**309,508**	**509**	**135,265**	**28,248**	**1,917**	**545,429**	**165,577**	**493**	**396,333**	**115,683**
Department stores	778	661,959	180,992	238	117,998	25,059	213	156,864	42,442	327	387,097	113,491
Variety and other general stores	2,141	415,068	128,516	271	17,267	3,189	1,704	388,565	123,135	166	9,236	2,192

(a) In the columns for Co-operative Societies and Multiples the figures for cycle and perambulator shops have been combined with those for radio and electrical goods shops in order not to disclose information relating to an individual undertaking.

Unpublished analyses

Some additional or more detailed analyses will be available in the Census Office or can be undertaken on request, against repayment of cost, within the limits of available resources. What can be given is of course subject to the strict rules against disclosure of information relating to individual undertakings. On this occasion the limitations of the sample also have to be kept in mind; the Board is willing to give advice on that. It would be helpful, and reduce costs, if any requests for additional or otherwise unpublished analyses could be made as soon as possible. (Several have already been received.)

Reprints of this article and of others mentioned in it, as well as further information about the census, may be obtained free of charge from the Chief Statistician, Board of Trade, Census Office, Lime Grove, Eastcote, Ruislip, Middlesex (Tel. 01-866 8771, Ext. 229).

Sampling errors

The statistics in this article, being in part estimates from a sample, are subject to the effects of chance variation. The likely limits of departure from the true figures, and thus the reliability of the statistics, are normally measured by the standard errors of the estimates. Some of these are now being calculated and will be published in this *Journal* in a few weeks' time. Further estimates of sampling errors will be included in the final report.

NOTES AND DEFINITIONS

1. *Area covered.* The census covered Great Britain. As in previous censuses Northern Ireland, the Isle of Man and the Channel Islands were excluded; Northern Ireland took its own Census of Distribution for the year 1965.†

2. *Scope.* The 1966 Census covered retail distribution (including the installation, maintenance and repair as well as the hiring-out of consumer goods), corresponding broadly to Minimum List Heading 820 of the Standard Industrial Classification; hairdressing and manicure as defined by MLH 889; the repair of boots and shoes, MLH 888; and laundries, launderettes and dry cleaners, as well as the hire of linen and industrial clothing, MLH 885 and 886.

The hire of linen and industrial clothing was explicitly covered for the first time, but in practice most of it was included in 1961 (usually in the laundry returns). Another extension to the scope of the census was the installation and maintenance of certain consumer goods such as television aerials and other household durables; but only the figures for electricity and gas showrooms seem to be seriously affected in practice.

On the other hand mobile shops were this time included only if they were operated by co-operative societies or multiples (in which case they were counted as separate establishments) or were operated by an independent trader from the premises of his fixed shop (in which case they were included with that shop). In 1961 all mobile shops were covered, and were counted as separate establishments unless operated by independents who did not keep separate accounts for them. Similarly market traders were included in 1966 only as far as they occupied fixed lockable premises in markets. Holders of open stalls, previously included, have now been omitted; so have pedlers who were excluded in 1961 (the amount of their trade is extremely small).

3. *Coverage.* The 1966 Census was a sample inquiry. Large traders were covered in full; they consisted of co-operative societies, multiple retailers and shoe repairers with 10 or more establishments, mail order businesses, radio and television relay firms with 500 or more subscribers, automatic vending machine operators, laundries, launderettes, dry cleaners and linen or industrial clothing hire firms (all covered as whole organizations) and retail establishments not belonging to any of the above which had a turnover in 1961 of more than £50,000 (more than £20,000 for booksellers/stationers and off-licences). Establishments of credit traders calling on customers for orders were also covered in full. The remainder of the field was covered by a sample, highly stratified with variable sampling fractions (to reduce the effects of chance variations) but averaging about one in eight; for details see the article of December 30, 1966, in this *Journal*. The estimates for 1966 in the census tables are for *all* traders in scope of the census who were trading in 1966.

4. *Period covered.* Traders were required to make returns for the calendar year 1966, but if the calendar year was not their business year a return for a business year ending between April 6, 1966, and April 5, 1967, was accepted. The distribution of census forms received according to the year of return to which they related will appear in the final report in similar form to that in which it appeared in Part 14 (Appendix C) of the 1961 census report. Businesses which first opened in 1966 were allowed to make returns for a period of less than 12 months if records for a period of 12 months were not available. Some returns were made for a period of more than 12 months. Both kinds of return (except for those of traders engaged in seasonal trading) were adjusted to give 12 months' trading. This addition to the figures for newly opened businesses is taken as roughly offsetting the deficiency resulting from the absence of census figures for businesses which closed down in 1966. Multiple traders and co-operative societies gave figures in their returns for all their branches, including those which opened or closed down during their business year. No adjustment was made for such branches if the return as a whole related to a full year.

5. *Establishments.* The figure published here for the retail trade relate only to shops or other establishments from which goods were sold, or which were engaged in the repair (other than of footwear), maintenance, installation or hiring-out of consumer goods. Particulars of the central offices and warehouses of multiple organizations and co-operative societies are not included; they will be included in the figures for organizations in the final report. It is important to note that a retail establishment is any separate retail selling point – in addition to ordinary retail shops, whether independent shops or the branches of larger organizations, the term covers e.g. kiosks in cinemas, distributing depots from which roundsmen work, credit traders calling on a round of customers, mobile shops and market stalls. However for 1966 mobile shops were only treated as separate establishments if they belonged to co-operative societies or multiple organizations. Receiving depots of multiple footwear repairers are treated as separate establishments, but laundry and dry cleaning receiving establishments are not so included, nor are radio and television relay showrooms, all these being included in returns made on an organization basis only.

6. *Form of organization.* This term is used to distinguish co-operative societies from other organizations and to distinguish between organizations having 10 or more branches (referred to in this article as multiples) and those having fewer than 10 branches (referred to as independents). In arriving at the number of establishments no account is taken of any central office or warehouse or any wholesale establishments operated by the organization, but only of the number of retail and other establishments serving the general public.

7. *Kinds of business.* Retail establishments were classified by kind of business, on the same general principles as for the previous censuses of 1950, 1957 and 1961. The classification in these tables is confined to the intermediate groups used in most of the tables of the 1961 report; some figures will be compiled later for the more detailed kinds of business given in other 1961 tables but they will not be published as most of them are too small for the sample to yield good estimates. A full description of the method of classification was included in the introduction of the 1961 report and this description should be consulted for any information not included in this short summary. A fuller account of the 1966 classification rules will be given in the final report.

Establishments were assigned to kind of business headings using all the information given in their return. Independent traders gave their own description of their business and stated in order of importance the main kinds of goods sold and of service provided, if any; for the smallest traders classification was based on this information alone. All but the smallest traders were also asked to analyse their turnover to show their sales of broad groups of commodities and their receipts from catering, radio and television rentals and relay and from other services. For these traders the classification based on the order of importance of their sales (in detail) was checked by the proportions of their sales of different goods and services (in broad groups) to total turnover. Classification of both large and small independent traders was for the first time done by computer, with a minority of returns reported out for clerical classification or for checking. Co-operative societies and multiple traders gave a commodity analysis of their total sales and classified each branch themselves. In general establishments were classified regardless of their classification in the previous censuses.

The individual kinds of business shown in these tables are listed in the next section, with notes where the headings themselves are not self-explanatory.

†The Preliminary Report on the Census of Retail Distribution and Other Services for 1965 published by the Northern Ireland Ministry of Commerce shows 15,600 retail establishments with a total turnover of £261,882 thousand and 60,184 persons engaged.

(*Continued on next page*)

1966 CENSUS OF DISTRIBUTION, *continued*

8. *Turnover.* This means the total trading receipts during the year; it includes receipts from the sale of goods (inclusive of purchase tax), meals and refreshments, and from repairs, rentals and other services provided, after deductions of discounts, credits and deferred rebates allowed to customers. Goods withdrawn from stock for the use of the retailer are included. There is no deduction of allowances for goods taken in part-exchange. Dividends of co-operative societies are not deducted from turnover. Sales against checks of check trading companies are included at their face value. Receipts for goods supplied under the National Health Service and the National Milk and Milk in Schools schemes are included. Traders were asked to include credit and hire purchase transactions originated during the year at their cash value plus any charge for credit. The turnover of a retailer operating a sub-post office includes the gross remuneration received in respect of this work without deduction of disbursements.

9. *Persons engaged.* Includes all persons who worked in the business in the week ended October 29, 1966, or (if the business was closed in that week) in the nearest normal trading week, including those temporarily absent through sickness or holidays. All working proprietors and members of the owner's family who worked in the business are included, whether or not they received a definite wage, as well as paid employees. Part-time directors paid by fee only are excluded. Part-time workers are included, however short the period for which they worked during the week.

10. *Rounding of figures.* For turnover each figure has been rounded to the nearest thousand pounds, and there may therefore be small discrepancies between the sums of individual figures and the totals shown. Percentages have also been rounded to one decimal place and may not therefore add exactly to 100.0.

KINDS OF BUSINESS

Retail establishments were classified by kind of business following the rules summarized in Note 7 on page 587. Each heading represents a fairly common kind of business; the following notes describe the content of each heading unless the title is self-explanatory.

Grocers and Provision Dealers

Includes cooked meat and delicatessen shops; small general shops of the 'village general store' type selling both food and non-food items; and general food shops where groceries are the main item sold. In the 1966 census tables this heading includes establishments selling ice cream, mineral waters, vegetarian and health foods which in the 1961 report formed the 'other food shops' kind of business in the broad group 'other food retailers'.

Other Food Retailers

Dairymen. Includes depots from which roundsmen operate, but not farms distributing milk direct to customers.

Butchers.

Fishmongers, poulterers. Excludes those having significant sales of greengrocery and fruit, who are included in the next heading.

Greengrocers, fruiterers. Includes those having significant sales of fish.

Bread and flour confectioners. Excludes bread and flour confectioners having significant sales of groceries and provisions. Includes depots from which roundsmen operate. If the trader is also engaged in baking, the productive side of the business is included unless separate accounts were kept for it.

Off-licences. Excludes establishments having significant sales of groceries and provisions. Off-licences attached to public houses are also excluded.

Confectioners, Tobacconists, Newsagents

Includes establishments specializing in the sale of confectionery or tobacco or newspapers and periodicals; and those combining the sale of two or more of these commodity groups. Establishments having significant sales of books or stationery in addition to newspapers or periodicals are classified as booksellers and stationers and not in this group, but all railway newspaper kiosks, bookstalls, etc. are included here. Street newsvendors were not included in the census.

Clothing and Footwear Shops

Boot and shoe shops. Includes establishments combining the sale and repair of boots and shoes but excludes establishments specializing in repairs, i.e. those whose receipts for repairs account for 80 per cent or more of turnover.

Men's and boys' wear shops. Includes establishments selling men's clothing and not having significant sales of women's wear. Includes retail bespoke tailors; figures for the productive side of the business are included unless separate accounts were kept for it.

Women's and girls' wear, household textile and general clothing shops. Includes establishments specializing in the sale of a particular category of women's wear – such as outerwear or underwear specialists, milliners, corsetieres, furriers, infants' or children's wear shops – together with drapers, establishments selling both men's wear and women's wear, and establishments selling a full range of women's clothing. Soft furnishings and household textiles shops, formerly included in the furniture kind of business (household goods group), have now been moved here because so much of these goods is sold in women's wear and drapery shops. Wool and art needlework shops, second-hand clothing shops and clothing hire shops are also included here, as are clothing repair shops.

Household Goods Shops

Furniture and allied shops. Includes establishments selling or repairing domestic furniture and bedding; floor covering shops; antique dealers; art dealers and picture framers; and second-hand furniture dealers. Dealers in office furniture are excluded as being mainly wholesalers.

Radio and electrical goods shops (excluding hire). Establishments where the main business is hiring out radio and television sets are excluded as also are radio or television relay showrooms; both are separately distinguished in 1966. Showrooms of Electricity Boards for the sale of electrical appliances and supplies are reported on separately from the main tables.

Radio and television hire shops. Shops the main receipts of which are from rentals of radio or television sets, excluding wired relay sets.

Cycle and perambulator shops (including 'radio and cycle' shops). Includes establishments selling cycles, and cycle and motor accessories; those combining the sale of radios and cycles or the sale and repair of radios and cycles; and establishments selling perambulators (these shops usually also sell nursery furniture and bedding). Shops whose main receipts were from the sale of motor accessories were not included in the census.

Hardware, china, wallpaper and paint shops. Includes domestic hardware and ironmongery shops and do-it-yourself shops; china and glassware dealers; wallpaper and paint dealers. Showrooms of Gas Boards for the sale of appliances are reported on separately from the main tables.

Other Non-food Retailers

Booksellers, stationers. Includes establishments selling books, stationery, artists' supplies, maps, picture postcards, etc.; and second-hand booksellers; and circulating libraries. Combined bookseller-newsagents and stationers-newsagents are included here but not newsagents with only small sales of books or stationery. Dealers in office equipment, law and commercial stationery, and the like are excluded as being mainly wholesalers.

Chemists, photographic dealers. Includes dispensing chemists, including any combining the business of a dispensing chemist with that of an optician; other establishments selling chemists' goods, toilet preparations, cosmetics, etc.; establishments selling cameras, photographic film and accessories.

Jewellery, leather and sports goods shops. Includes establishments selling or repairing jewellery, gold and silverware, watches and clocks; leather and travel goods; sports goods; toys; and fancy goods.

Other non-food shops. Includes florists, nurserymen and garden seedsmen, pet and pet food shops, pawnbrokers (including those with substantial sale of goods purchased for resale, as well as unredeemed pledges), general second-hand dealers, sub-post offices with minor retail sales, and other non-food shops (including for example retailers of handicraft materials, philatelic goods, and scientific, medical and surgical goods, and non-electric sewing machines).

General Stores

Department stores. This category consists of shops with 25 or more persons engaged and selling a wide range of commodities, which must include substantial amounts of clothing and household goods. They usually sell women's clothing, household textiles, soft

furnishings, furniture and domestic hardware and they may also sell men's wear, food and other items.

Variety and other general stores. Includes variety or 'bazaar stores' selling a very wide range of goods usually displayed in trays or racks for selection by customers, and all other establishments selling too wide a range of non-food goods (usually clothing, soft furnishings and furniture) to qualify for any of the clothing, household goods or other specialist headings, but which for various reasons cannot be called department stores; usually they are not large enough to be called department stores though most of them have sales of at least £20,000. Included here are general credit traders calling on customers.

Mail order and radio and television relay businesses

Mail order businesses and businesses or establishments specializing in radio and television relay services are not included in the establishment tables of the census such as those presented here, though some totals are given in the supplement to Table 1. They will be included in the organization tables of the final report.

Service trades

Boot and shoe repairers. Shops undertaking boot and shoe repairing and not having significant sales of footwear (those that did were classified to boot and shoe shops).

Hairdressers. Includes hairdressers, hairdresser-tobacconists, and shops undertaking manicure and beauty treatment.

Laundries, launderettes and dry cleaners. In addition to the three kinds of organization named this group includes those hiring out towels and other linen or overalls and other industrial clothing. Separate figures for all five kinds of business will be published in the final report.

REVISION OF 1957 AND 1961 FIGURES

The figures for previous censuses given in the tables have been revised as far as possible to make them comparable with those from the 1966 Census. In particular the small former intermediate kind of business 'other food shops' (ice cream, health food stores, etc.) has been moved from the broad group 'other food retailers' and included in grocers, and the former detailed kind of business 'soft furnishings shops' has been moved from the furniture intermediate category in the household goods group to the women's wear, household textile, etc., intermediate category in the clothing group. Radio and television hire shops, formerly a detailed kind of business included in the intermediate category 'radio and electrical goods shops', are now shown separately.

It has not been possible to revise the earlier figures for those categories of market stalls and mobile shops which were either not covered in 1966 or included with the fixed shops from which they operated, nor for the newly included categories of installation and maintenance of consumer durables and hire of linen and industrial clothing; attention is drawn in the text to cases where intercensal comparisons are appreciably affected.

METHOD OF CONDUCTING THE CENSUS

The main stages in taking the census are briefly described in the following paragraphs. The purposes of the census and the sample used were explained in an article in the *Board of Trade Journal* of December 30, 1966 (page 1634).

The Census of Distribution and Other Services for 1966 was taken under the Statistics of Trade Act, 1947, and under that Act an advisory committee was appointed which included a number of members representative of the retail trade. The scope of the census and the questions to be asked were decided after consultation with this committee. These decisions were given legal effect by an Order (S.I. 1965 No. 1408) which prescribed that the census should be taken in 1967 (in respect of trade done in 1966) and defined its scope.

The 1966 Census is the second sample census of its kind (the first was that of 1957) and the only large-scale survey of retail distribution since the last full Census of Distribution in 1961.

There is no permanent register of retailers continuously brought up to date. For each census, therefore, a register has to be created, largely by field listing of shop addresses. That is why the sample is one of areas (towns and rural districts, wards or streets).

The register of large traders to be covered 100 per cent (see the note on Coverage on page 587) was compiled mainly from 1961 records and brought up to date by correspondence with the firms concerned towards the end of 1965. These traders were then given advance notice of the census with specimen copies of the forms they would be asked to complete. For the smaller independent traders included in the sample the census register was compiled in the spring and summer of 1966 by means of a field enumeration of the selected areas. It was therefore not possible to give advance warning to those traders individually, but a press notice issued in late 1965 and circulated to trade associations gave general notice of the census and provided all traders with the opportunity to obtain specimen forms.

The census was conducted by post, forms being sent out to each trader in the first days of January 1967. Traders were given three months after the end of their business year to complete and return their forms. Reminder notices were sent out in April, May and July to those traders whose completed forms had not by then been received. In early August a further letter was sent to the small traders in sample areas with returns outstanding, asking urgently (and with some success) for the minimum information needed for compiling preliminary results, in advance of the main returns if necessary.

The response was quite good in the first half of the year but as usual became very slow during the summer. In September and early October 1967 all the non-respondent small traders, credit traders, laundries, launderettes and dry cleaners in the sample areas were followed up by personal visits in the field or by telephone calls to obtain from them confirmation that they were trading in 1966 and if so details of their kind of business, turnover and persons engaged. The larger independent traders outside the sample areas, multiples, co-operative societies, mail order houses and laundries, etc. whose forms had not been returned by October were telephoned and asked to provide the same minimum information required for inclusion in the present tables and to complete and return their forms. For the remaining small proportion of mail order businesses, credit traders and laundries, launderettes and dry cleaners with returns outstanding the tables include estimates. Almost complete coverage of the field has therefore been achieved for the basic tables in this article. Some of the figures are provisional but the final results are not likely to be greatly changed when the last traders' full returns are received.

In terms of satisfactory returns received by mid-December (as distinct from minimum information for provisional results obtained by the follow-up operation), the overall response rate was about 81 per cent of forms issued (80 per cent in the sample field, much higher for large traders). If the sample figures are grossed up for comparison with past censuses these returns cover about 83 per cent of establishments and 91 per cent of turnover, compared with 87 per cent of establishments and 92 per cent of turnover in 1961 (not counting information obtained in the follow-up) and about 91 per cent of establishments and 94 per cent of turnover at the previous sample census of 1957.

The operations of printing the addresses on forms and reminders, recording the receipt of forms, testing returns for completeness and consistency, classifying the independent returns by kind of business and compiling the results were all carried out on an English Electric Leo III computer, as will the similar work to come. This includes making estimates from the sample by the ratio method (using the data from the full census of 1961 as supplementary information) and calculating their standard errors,

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Stocks and capital expenditure in the distributive and service trades, 1966

THE ESTIMATES of stocks and capital expenditure in the tables below are based on information returned in the annual inquiries into the distributive and service trades which are taken under Section 1 of the Statistics of Trade Act, 1947. Estimates of short term changes in stocks and capital expenditure are derived from returns made voluntarily each month or quarter by some firms in the distributive and service trades. However, many firms find it impracticable to give information as frequently as each month or quarter, and to correct any bias, information is obtained from a representative sample of businesses once a year.

Scope and coverage of inquiry

The figures shown in Table 1 except those for cinemas, theatres and radio which relate to incorporated businesses in Great Britain, are estimates for all businesses in the United Kingdom. There are no earlier figures for road haulage contracting comparable with those shown for 1966 since earlier figures (published in the *Board of Trade Journal* of December 30, 1966) relate only to incorporated businesses in Great Britain.

Returns made in the inquiry related to 'business units', that is to say, they generally covered the whole of the business of a firm or group of companies (excluding however any subsidiaries mainly operating overseas). Where a firm or group was engaged in a number of different activities, separate returns for each main activity were required where possible, but if this was not possible, the 'business unit' was classified to the main activity.

The figures for wholesale and retail distribution are not shown in these tables. Wholesale distribution will be the subject of a separate article to be published in the *Board of Trade Journal* in a few weeks time. Retail distribution in 1966 was covered by a census of distribution, the final results of which will also be published later this year.

Year of return

Firms were asked to make returns in respect of the calendar year 1966, but if this was not their year of account, a return for a business year ending on any date from April 6, 1966, to April 5, 1967, was accepted.

Results

The 1965 figures for catering shown in Table 1 have been revised to take account of under reporting by some brewery companies who normally report their capital expenditure in their census of production returns. Earlier figures for banking, road passenger transport, sea transport, and building societies and hire purchase finance houses have also been revised.

The results show that investment in 1966 remained at much the same level as in 1965. There was a slight decrease in capital expenditure in sea transport, insurance and building societies and hire purchase finance houses. Banking, however, shows a large increase in capital expenditure from £38.2 million in 1965 to £48.8 million in 1966; the major part of this increase was in new building work.

Stocks in the catering and motor trades increased in 1966 but the increase was rather smaller than that recorded in 1965. The stocks figures are shown in Table 2.

In addition to the information on capital expenditure shown in Table 1, firms were asked about purchases and sales of land and existing buildings. The estimates for 1966 are given in Table 3.

Table 1. Fixed Capital Expenditure in certain distributive and Service Trades 1959-1966

All businesses in the United Kingdom — Current prices £ million

Standard Industrial Classification Minimum List Heading	Industry	Year	Fixed Capital Expenditure			
			New Building Work	Vehicles	Other	Total
702	Road passenger transport	1959	4·4	19·8	0·9	25·1
		1960	4·3	25·6	1·2	31·1
		1961	4·5	27·9	1·2	33·6
		1962	4·0	30·0	1·1	35·1
		1963	4·8	33·5	1·6	39·9
		1964	5·2	34·1	1·5	40·8
		* 1965	3·7	35·8	1·0	40·5
		1966	4·7	34·2	1·6	40·5
703	Road haulage contracting	1966	8·5	78·0	8·4	94·9
704	Sea transport	1959	0·9	160·3	(b)	161·2
		1960	0·6	161·1	(b)	161·7
		1961	0·4	131·8	(b)	132·2
		1962	1·2	105·9	(b)	107·1
		1963	1·9	82·2	(b)	84·1
		* 1964	1·8	121·3	(b)	123·1
		* 1965	4·1	96·0	(b)	100·1
		1966	3·4	95·4	(b)	98·8
860·1	Insurance	1959	12·1	0·8	1·4	14·3
		1960	18·5	1·0	1·7	21·2
		1961	22·7	1·1	2·1	25·9
		1962	29·9	1·2	2·5	33·6
		1963	22·4	1·2	2·3	25·9
		1964	20·2	1·1	3·6	24·9
		1965	24·7	0·8	3·9	29·4
		1966	20·5	1·6	4·2	26·3
860·2 (part)	Banking	1959	9·1	0·2	3·2	12·5
		1960	8·6	0·3	3·9	12·8
		1961	12·8	0·3	4·4	17·5
		1962	17·6	0·4	5·7	23·7
		1963	21·9	0·4	6·6	28·9
		* 1964	25·7	0·4	10·3	36·4
		* 1965	26·3	0·3	11·6	38·2
		1966	33·9	0·6	14·3	48·8
860·3 (part)	Building societies and hire purchase finance houses	1962	3·4	2·2	8·1	13·7
		* 1963	2·9	1·5	7·9	12·3
		* 1964	3·7	2·9	19·5	26·1
		* 1965	3·7	6·5	25·9	36·1
		1966	4·5	4·5	23·5	32·5
881	Cinemas, theatres, radio, etc. (a)	1959	2·8	0·9	19·5	23·3
		1960	3·9	0·7	13·8	18·4
		1961	7·1	0·7	11·6	19·4
		1962	5·7	0·5	11·1	17·3
		1963	4·8	0·7	8·0	13·5
		1964	6·0	1·1	11·8	18·9
		1965	3·5	0·7	13·1	17·3
		1966	4·7	1·0	12·1	17·8
884	Catering (including registered clubs)	1964	57·0	5·9	24·4	87·3
		* 1965	48·6	6·3	24·4	79·3
		1966	48·7	5·4	26·6	80·7
887	Motor trades	1960	18·2	6·1	6·7	31·0
		1961	19·3	5·8	7·5	32·6
		1962	19·0	9·5	8·0	36·5
		1963	18·3	9·2	9·1	36·6
		1964	23·3	11·8	11·0	46·1
		1965	24·5	11·3	11·9	47·7
		1966	26·5	11·5	12·4	50·4

(a) Incorporated businesses in Great Britain only.
(b) Included under new building work.
* Indicates revised figures for that year.

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Her Majesty's Stationery Office, 49 High Holborn, WC1, or 423 Oxford Street, W1

Description of terms used

(1) Stocks are shown at the values adopted for balance sheet purposes; they do not include the stocks of companies mainly operating abroad.

(2) Capital expenditure represents all expenditure charged to the capital asset accounts, including capital items bought on hire purchase and expenditure on the replacement of assets destroyed under circumstances (e.g., fire) which have given rise to an insurance claim. Expenditure on assets for use outside the United Kingdom is excluded and so is expenditure on intangible assets such as goodwill. New building work includes, besides the construction of new buildings, the extension or improvement of old buildings (including fixtures, e.g., lifts and heating systems) and expenditure on site preparation and other civil engineering work. The purchase of newly constructed buildings is also included, and so are architects' and surveyors' fees, legal charges, stamp duties, commission, etc. Expenditure on vehicles includes ships and aircraft as well as motor vehicles and is shown net, that is, after deducting amounts received from vehicles disposed of during the year. Other capital expenditure includes plant and machinery and other capital equipment (e.g., office furniture) and is also shown net,

Table 2. Stocks in the motor and catering trades

All businesses in the United Kingdom — £ million

Standard Industrial Classification Minimum List Heading	Industry	Year	Level of Stocks at December 31
884	Catering trades (a)	1964	68 (b)
		1965	75
		1966	79
887	Motor trades	1962	247 (b)
		1963	264
		1964	312
		1965	352
		1966	365

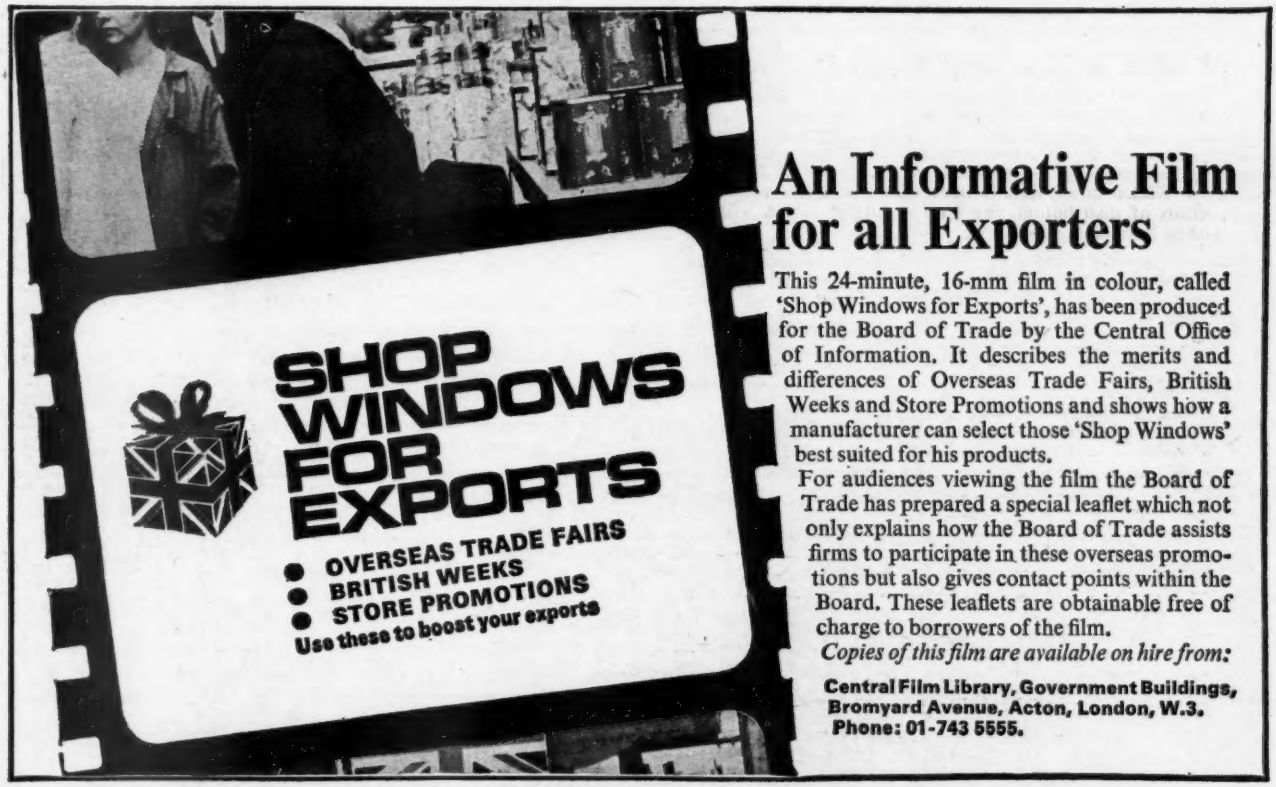
(a) Excludes those brewery companies whose stocks for their public houses are reported in the Census of Production. Also excludes registered clubs.
(b) Figure obtained in the base year inquiry. The other figures are estimates based on the stock changes reported.

Table 3. Purchases and Sales of Land and Existing Buildings in 1966

All businesses in the United Kingdom — Current prices £ million

Standard Industrial Classification Minimum List Heading	Industry	Purchases	Sales
702	Road passenger transport	0·4	0·2
703	Road haulage contracting	5·5	2·4
704	Sea transport	(b)	(b)
860.1, 860.2 (part), 860.3 (part)	Insurance, banking, building societies and hire purchase finance houses	87·3	9·5
881	Cinemas, theatres, radio, etc. (a)	0·9	2·4
884	Catering (excluding registered clubs)	17·0	9·9
887	Motor trades	16·7	9·8

(a) Incorporated businesses in Great Britain only.
(b) Not available.



An Informative Film for all Exporters

This 24-minute, 16-mm film in colour, called 'Shop Windows for Exports', has been produced for the Board of Trade by the Central Office of Information. It describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions and shows how a manufacturer can select those 'Shop Windows' best suited for his products.

For audiences viewing the film the Board of Trade has prepared a special leaflet which not only explains how the Board of Trade assists firms to participate in these overseas promotions but also gives contact points within the Board. These leaflets are obtainable free of charge to borrowers of the film.

Copies of this film are available on hire from:

Central Film Library, Government Buildings, Bromyard Avenue, Acton, London, W.3. Phone: 01-743 5555.

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Her Majesty's Stationery Office, Brazennose Street, Manchester, 2

Retail sales in January—early indications

Note:

(Weekly returns at present being received from department stores are being collected for a limited period to supplement the monthly statistics of retail sales. They will help to provide valuable up-to-date information on trends in consumer spending. It is not intended to continue their collection on a permanent basis.)

SALES OF independent retailers* in January 1968 are provisionally estimated to have been 4 per cent higher than in January 1967. After small increases throughout most of last year a higher rate of increase in sales was established in November and December (up 3 per cent and 5 per cent, respectively, on a year earlier) which, on the basis of the provisional estimate, has been maintained in January. The major contribution to this higher level of turnover came from independent durable goods retailers whose sales are provisionally estimated to have been about 12 per cent higher than in January 1967. For the last quarter of 1967 the increase on a year earlier was 9 per cent (10 per cent for December itself). In other kinds of business the provisional figures do not suggest much change as compared with experience at the end of last year.

Independent retailers account for about half of all retail trade; if the relationship between the increase in their sales and the sales of all retailers which has prevailed in the past were to be maintained in January, the rise in total sales would amount to a slight sharpening of the upward trend present at the end of last year.

Returns have been received from department stores of sales in the weeks ended January 27 and February 3 (and the corresponding weeks of 1967) and the following table gives the results, together with corresponding figures for the last three months of 1967:

* Retailers mostly with one shop, but including chains of up to nine branches.

	Department Stores – non-food departments			
	Sales: increase on a year earlier			
	October	November	December	Two weeks ended February 3, 1968
Department:	%	%	%	
Clothing and footwear	5	5	6	10-15%
Furniture and furnishings	11	14	19	about ½
Hardware, radio and electrical goods	14	33	33	about ½
All non-food	7	8	8	about ½

Separate figures for each of the two weeks have not been given because the random fluctuations to which weekly sales are inevitably subject (special promotions, weather on busy shopping days, other temporary factors) mean that significance cannot be attributed to changes between weeks unless these are very large. On the whole, the separate experience of each of the two weeks included above was not very dissimilar. The increases shown in the table above reflect not only the buoyancy of business in the current periods, but also the relative dullness at the end of 1966 and the beginning of 1967. Sales of department stores account for about 5 per cent of all retailers' sales and just under 10 per cent of sales of non-food merchandise.

Retail sales in Northern Ireland

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales in December was 3 per cent higher than the previous year, compared with an increase of 2 per cent in both November and the fourth quarter. The value of sales in 1967 as a whole was 2 per cent up on 1966.

Sales by clothing and footwear shops and household goods shops showed increases of 5 per cent and 10 per cent respectively on the previous year, and for the year as a whole, clothing and footwear shops showed a decrease of 6 per cent, while household goods shops showed an increase of 6 per cent. Food shops showed no change on a year earlier, and for the year as a whole, an increase of 2 per cent.

Index numbers of value of sales per week (1961 = 100) and percentage changes compared with a year earlier.

	All kinds of business		Food shops		Clothing and footwear shops		Household goods shops		Other shops	
		%		%		%		%		%
1965 Year	121	+6	125	+6	116	+6	120	+6	119	+7
1966 Year	124	+2	130	+4	116	+1	115	−3	125	+5
1967 Year	126	+2	132	+2	109	−6	122	+6	129	+3
1967 1st quarter	118	+1	133	+3	92	−10	112	+2	114	+5
2nd quarter	124	Nil	133	+1	108	−7	118	+4	122	Nil
3rd quarter	123	+3	130	+5	105	−3	120	+5	125	+4
4th quarter	139	+2	133	Nil	132	+1	139	+12	155	+5
1966 December	158	Nil	146	+1	150	−10	126	−5	198	+6
1967 January	113	+1	123	+2	88	−7	122	+5	112	+2
February	120	+2	138	+5	88	−14	120	+1	112	+8
March	120	+1	137	+2	98	−9	93	−1	118	+6
April	118	−2	132	+1	89	−12	108	+1	122	−3
May	130	−2	135	−1	121	−6	126	+2	129	Nil
June	124	+3	133	+4	114	−4	121	+11	117	+3
July	120	+4	126	+7	101	−2	119	+5	123	+2
August	124	+2	129	+3	106	−9	125	+11	130	+4
September	125	+4	135	+4	109	+1	117	Nil	122	+6
October	123	+1	125	Nil	111	−1	127	+10	127	+2
November	131	+2	128	−1	127	−2	150	+15	132	+8
December	163	+3	146	Nil	157	+5	140	+10	207	+4

Further details may be had on application to Ministry of Commerce, Index of Retail Sales, Room 311, 21 Linenhall Street, Belfast 2 (Tel. Belfast 34488, Ext. 215).

New companies registered in Northern Ireland

IN THE MONTH of January 1968 23 new private companies having a total nominal capital of almost £405,000 were registered in Northern Ireland.

Index of retail prices, January 1968

AT JANUARY 16 the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 121.6, compared with 121.2 at December 12, 1967. The rise in the index during the month was due mainly to increases in the prices of meat and most fresh vegetables, partly offset by reductions in the prices of eggs. The changes in the prices of vegetables and eggs were largely seasonal.

New companies registered

BELOW ARE DETAILS of new companies registered in Great Britain during January 1968, showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Public Companies	Private Companies	Total
Under £1,000	1	845	846
£1,000 and under £10,000	—	446	446
£10,000 and under £50,000	1	77	78
£50,000 and under £100,000	—	11	11
£100,000 and under £1,000,000	—	13	13
£1,000,000 and above	—	1	1
Total number	2	1,393	1,395
Total amount of Nominal Capital	'000's £15	'000's £5,706	'000's £5,721

Companies registered in Great Britain in 1967 and 1968

	1967		1968	
	Number	Nominal Capital £'000's	Number	Nominal Capital £'000's
January	2,085	3,279	1,395	5,721
February	2,293	4,696		
March	3,155	6,127		
April	2,516	3,101		
May	2,485	3,508		
June	2,357	5,693		
July	2,406	19,923		
August	2,390	5,413		
September	2,396	4,126		
October	4,091	4,763		
November	3,288	7,067		
December	1,294	8,456		
Total	30,756	76,152		

FILM ACTS, 1960 to 1966

Registration statistics for the year ended December 31, 1967

TABLE 1. Summary of Registrations (Corresponding 1966 figures in brackets)

Playing Time	Number of Films						Registered Playing Time (Minutes)					
	British				Foreign		British				Foreign	
	Quota		Non-Quota				Quota		Non-Quota			
Over 72 minutes	70 (a)	(70)	—	(—)	232	(259)	6,894	(6,865)	—	(—)	23,150	(25,286)
33½ to 72 minutes	12	(15)	1	(1)	22	(28)	659	(828)	51	(48)	1,381	(1,657)
Under 33½ minutes	236 (b)	(184)	—	(2)	156	(233)	3,231	(2,340)	—	(63)	1,524	(2,722)
Newsreels	208	(208)	—	(—)	—	(—)	1,597	(1,611)	—	(—)	—	(—)

(a) Includes one film from Canada and two films made in accordance with the terms of Franco-British Films Co-production Agreement, 1965.
(b) Includes nine films from Canada, two from Australia and one from New Zealand made by Departments of their respective Governments.

TABLE 2. Countries of origin of foreign films registered

Country of Origin	Playing Time		
	Over 72 minutes	33½-72 minutes	Under 33½ minutes
Austria	2	—	—
Belgium	1	—	—
Bulgaria	—	—	2
Czechoslovakia	2	2	2
Denmark	2	—	—
France	24	3	12
Germany (East)	1	—	—
Germany (West)	6	2	1
Greece	4	—	—
Hungary	1	—	1
Israel	1	1	—
Italy	23	3	1
Japan	8	—	—
Liechtenstein	3	—	—
Mexico	1	—	—
Netherlands	—	—	3
Poland	5	—	1
Rumania	—	—	2
South Africa	1	1	—
Spain	3	—	—
Sweden	5	—	—
Switzerland	1	1	3
USA	103	6	123
USSR	5	1	—
Yugoslavia	1	1	2

Country of Origin	Playing Time		
	Over 72 minutes	33½-72 minutes	Under 33½ minutes
Joint Productions:			
France/Germany (West)	1	—	—
France/Italy	4	—	—
France/Rumania	1	—	—
France/Spain	1	—	—
France/Sweden	1	—	—
Germany (West)/Spain	1	—	—
Germany (West)/Yugoslavia	1	—	—
Italy/Bahamas	1	—	—
Italy/Monaco	1	—	—
Italy/Spain	2	—	—
Sweden/USA	—	1	—
USA/Italy	1	—	—
USA/Japan	1	—	—
France/Italy/Spain	4	—	—
France/Italy/Yugoslavia	1	—	—
Italy/Spain/Germany (West)	2	—	—
Others	6*	—	3†
Total	232	22	156

*These films were made by UK companies but application was not made for British registration.
†One of these films was made by a Commonwealth Government Department, one by a UK company and the other by a Commonwealth company but application was not made for British registration.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, February 16, 1968.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Look at Life Series 36: *Out of the Inn*	Br/E 33008	9	February 13	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Pathe Pictorial Series 677/689; *Pathe Pictorial No. 687*	Br/E 33009	8	February 13	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Push Button-Go!	Br/E 33012	14	February 14	Screenspace Ltd.	Screenspace Ltd.
Albert Carter, Q.O.S.O.	Br/E 33013	28	February 14	Paramount Film Service Ltd.	Dormar Productions Ltd.
Movietone News 2018	Br/E 32853	7	February 16	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2018A	Br/E 32854	8	February 16	"	"
Pathe News 68-13	Br/E 32905	7	February 16	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 68-14	Br/E 32906	7	February 16	" "	" "
			FOREIGN		
Far From Vietnam	F 33003	120	February 12	Contemporary Films Ltd.	Sofracima, Paris.
Hugs and Kisses	F 33004	93	February 12	"	Sandrew Film and Teater AB, Stockholm.
The Endless Summer	F 33005	91	February 12	Columbia Pictures Corp. Ltd.	Bruce Brown Films.
Phantom of Soho	F 33006	93	February 12	Ranworth Film Services Ltd.	C.C.C. Films, Berlin.
Seven Golden Men	F 33007	87	February 12	Warner-Pathe Distributors Ltd.	Atlantica Cinematografica, Rome.
Mondo Bizarre (Bizarre World)	F 33010	88	February 14	Antony Balch Films Ltd.	Hans Schubert, Munich.
The Cut Ups	F 33011	(a)18 (b)15	February 14	" "	Pax, Paris.
Jaffa	F 33014	13	February 16	Gala Film Distributors Ltd.	The Government of Israel, Tel Aviv.
The Forty-Seven Years	F 33015	22	February 16	" "	Connaught Productions Ltd.

Cinema admissions and takings in November

DURING NOVEMBER, counted as a four-week period, the weekly average of admissions to cinemas in Great Britain was 5.1 million, and the weekly average of gross box office takings was £1.17 million.

Output of the wool textile industry

THE VOLUME of production in the wool textile industry in December was 3 per cent more than in December 1966, and for the year 1967 as a whole 6 per cent less than in the previous year.

Statistics issued by the Wool Industry Bureau of Statistics for December show that, when allowance is made for the length of the working month, the rates of delivery of worsted yarn and woven fabrics (excluding blankets) were 7 per cent less and 2 per cent less respectively than in December 1966. The rate of production of wool and hair tops was 5 per cent less and of man-made fibre tops 14 per cent more.

For 1967 as a whole, deliveries of woven fabrics (excluding blankets) were 3 per cent less than in 1966; deliveries of worsted yarn were 11 per cent less. Production of wool and hair tops was 12 per cent less and of man-made fibre tops 3 per cent less.

Output of the wool textile industry

	Consumption	Production			Deliveries			
	Raw wool (clean weight)	Tops		Woollen yarn (a)	Worsted yarn	Woven fabric (excluding blankets) (b)		Blankets (a)
		Wool and hair	Man-made fibres			Woollen	Worsted	
Quarterly average	Million lb.					Million sq. yds.		
1958	111·1	74·2	3·7	72·0	51·6	48·7	38·5	7·1
1959	127·3	87·1	5·3	78·3	58·0	51·6	39·7	7·7
1960	120·3	79·8	9·4	75·8	61·2	49·4	42·4	7·8
1961	118·0	80·0	9·1	70·3	61·6	45·8	42·4	8·4
1962	112·1	73·7	8·7	72·5	57·3	43·9	38·1	8·2
1963	114·5	76·0	10·5	78·3	59·9	44·2	37·2	8·8
1964	104·6	66·3	14·2	81·5	58·3	44·3	37·1	8·2
1965	100·7	61·9	14·3	80·4	56·9	43·8	36·9	8·2
1966	97·0	57·4	13·7	78·7	55·2	42·1	33·5	7·6
1967	90·0	50·8	13·2	76·1	49·4	40·8	32·8	7·2
1966 1st qtr.	104·9	63·4	15·6	83·7	59·8	41·9	37·8	8·1
2nd qtr.	102·1	60·1	15·7	81·8	57·1	42·4	31·7	6·3
3rd qtr.	87·8	53·0	13·2	69·8	50·4	41·9	29·9	7·1
4th qtr.	93·3	53·3	16·4	79·5	53·6	42·2	34·5	9·1
1967 1st qtr.	94·5	56·4	14·4	77·1	50·5	39·1	35·2	7·0
2nd qtr.	96·7	55·6	15·8	80·1	51·7	42·6	33·4	5·6
3rd qtr.	78·6	43·9	14·0	65·7	44·0	39·5	28·3	6·8
4th qtr.	92·3	48·1	16·7	81·4	51·4	42·0	34·3	9·4
1966 Oct.	32·0	18·1	5·8	27·4	18·4	14·9	11·5	3·2
Nov.	32·4	19·0	5·8	27·3	19·1	14·9	12·4	3·2
Dec.	28·9	16·2	4·7	24·7	16·0	12·4	10·6	2·7
1967 Oct.	30·7	15·3	5·6	28·0	17·6	14·9	11·9	3·0
Nov.	32·6	17·3	5·8	28·7	18·9	14·8	12·2	3·3
Dec.	29·0	15·5	5·4	24·7	13·0	12·3	10·2	3·0

(a) Estimated. (b) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components.

With orders from the United Kingdom for warp knitting machinery trebled since devaluation, the assembly shop at Platt Knitting Machinery Ltd., Burton-on-Trent, is full to capacity. This picture shows plant weighing about 30 tons nearly ready for delivery.

Exports of wool textile products

Quarters or quarterly averages

	Wool tops		Yarns		Woven fabrics		Other wool textile products (a)	Total
	£m.	Mn. lb.	£m.	Mn. lb.	£m.	Mn. sq. yds.	£m.	£m.
1958	9·83	22·21	4·08	6·29	15·98	23·82	0·93	30·82
1959	10·02	24·10	4·62	7·77	16·18	25·73	0·96	31·78
1960	10·23	22·79	5·09	8·21	16·51	24·39	1·05	32·88
1961	9·92	23·02	4·53	7·29	15·97	22·68	0·83	31·24
1962	8·46	19·55	4·57	7·37	15·53	22·02	0·74	29·30
1963	10·71	24·00	5·32	8·47	15·94	22·32	0·75	32·72
1964	9·60	18·79	5·52	8·03	16·81	22·36	1·03	32·95
1965	7·24	16·00	5·13	7·55	17·00	22·19	1·15	30·52
1966	7·17	15·67	5·02	7·38	15·96	20·29	0·92	29·07
1967	5·63	12·85	4·51	6·92	14·96	18·91	0·84	25·95
1965								
1st qtr.	7·72	16·41	5·40	7·82	15·79	20·83	1·06	29·97
2nd qtr.	7·09	15·87	5·00	7·54	17·32	22·24	1·10	30·51
3rd qtr.	6·79	15·31	5·03	7·53	17·93	23·32	1·25	31·00
4th qtr.	7·38	16·41	5·08	7·31	16·96	22·39	1·17	30·58
1966								
1st qtr.	7·50	16·86	5·11	7·42	16·29	21·14	0·91	29·80
2nd qtr.	7·39	16·05	5·01	7·50	15·20	19·06	0·92	28·52
3rd qtr.	6·67	14·38	4·66	6·62	15·62	19·85	0·91	27·85
4th qtr.	7·13	15·38	5·29	7·96	16·75	21·13	0·95	30·13
1967								
1st qtr.	6·77	15·31	4·99	7·55	15·36	19·77	0·97	28·09
2nd qtr.	5·98	13·53	4·98	7·65	15·97	19·74	0·90	27·83
3rd qtr.	5·18	11·49	4·17	6·34	14·59	18·53	0·79	24·73
4th qtr.	4·60	11·08	3·90	6·16	13·92	17·60	0·72	23·14

(a) Wool or other animal hair, carded or combed; felts, wholly or partly of wool; blankets; travelling rugs; woollen and worsted fents; and other made-up textile articles, not individually specified in the Export List, of sheep's or lambs' wool or fine animal hair.

Other commodities of, or containing, wool or animal hair not included in the above table: sheep's or lambs' wool and fine or coarse animal hair not carded or combed; noils, rags and other waste; carpets; garments; smallwares; knitted or crocheted fabrics; woven fabrics predominantly of man-made fibres containing sheep's or lambs' wool or fine animal hair.

Production in the cotton industry

THE VOLUME of production in the cotton industry (including the processing of continuous filament yarns of man-made fibres) in December was 1 per cent more than in December 1966, and for 1967 as a whole was 12 per cent less than in 1966.

Statistics issued by the Textile Council show that in 1967 production of single yarn was 14 per cent less than in 1966; the amount of yarn doubled was 9 per cent less. The total yardage of cloth woven in 1967 was 17 per cent less than in the previous year; output of cloth wholly of cotton was 19 per cent less and of man-made fibre and mixture cloth 14 per cent less.

Production in the cotton industry

(all figures are weekly averages)

	Single yarn (a)		Doubled yarn		Processed filament yarn	Woven cloth	
	Cotton yarn (b)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Textured yarn (c)	Cotton	Man-made fibre and mixtures
	Million lb.					Million lin. yds.	
1958†	11·91	2·86	3·07	1·32	..	27·0	11·3
1959	11·66	2·92	3·18	1·49	..	24·7	11·4
1960	11·46	2·98	3·30	1·66	..	24·9	11·9
1961	10·66	2·55	2·82	1·52	..	23·8	11·7
1962	9·46	2·30	2·50	1·64	..	20·1	10·9
1963	9·40	2·44	2·53	2·06	..	19·5	10·8
1964†	9·58	2·76	2·57	2·26	0·77	19·5	11·5
1965	9·32	2·74	2·53	2·31	0·91	19·5	12·0
1966	8·77	2·62	2·37	2·12	1·20	17·6	11·9
1967	7·38	2·40	2·08	2·02	1·51	14·3	10·2
1966 December	7·59	2·30	2·16	1·73	1·23	14·2	9·6
1967 January	8·37	2·54	2·32	2·03	1·33	16·6	11·3
February	8·35	2·44	2·31	2·09	1·44	16·5	11·4
March*	7·29	2·15	2·10	1·93	1·34	14·2	10·0
April	8·06	2·49	2·24	2·24	1·48	15·6	10·9
May*	7·86	2·53	2·16	2·13	1·37	14·5	10·6
June	5·80	2·08	1·71	1·69	1·50	14·4	10·3
July	6·28	1·95	1·85	1·96	1·21	8·6	7·5
August*	7·22	2·31	1·92	2·00	1·13	14·4	9·8
September	6·36	2·22	1·91	1·86	1·71	13·0	9·2
October	7·93	2·67	2·22	2·23	1·90	15·3	10·8
November*	7·96	2·73	2·26	2·15	1·78	15·3	10·9
December	6·86	2·43	1·92	1·93	1·99	13·3	9·4

(a) Spun in the cotton industry. (b) Including yarns wholly of cotton and of cotton waste, cotton yarns spun on condenser system and mixture yarns of cotton and cotton waste. (c) Deliveries. *Average of 5 weeks. †53-week period.

Orders in the textile and clothing industry

THE VOLUME of orders-on-hand in the textile and clothing industries at the end of December showed marked improvement and was 8 per cent more than at the end of September. In the fourth quarter of 1967, net new orders received were 5 per cent more than in the third quarter; deliveries were 1 per cent more.

The above comparisons are based on the seasonally adjusted series in the accompanying table.

Textile and clothing industries

Index numbers of the volume of total orders and deliveries (b)

	Orders-on-hand (end of period)		Net new orders		Deliveries	
	April 1959 = 100		Average 1959 deliveries = 100		Average 1959 deliveries = 100	
1960	136		103		103	
1961	104		91		99	
1962	100		92		93	
1963	117		100		95	
1964	124		99		98	
1965	121		98		99	
1966	105		92		97	
1967	114		93		91	
	Un-adjusted	Seasonally adjusted	Un-adjusted	Seasonally adjusted	Un-adjusted	Seasonally adjusted
1965 1st quarter	121	122	97	96	99	97
2nd quarter	127	123	102	101	97	99
3rd quarter	117	124	87	100	95	100
4th quarter	121	121	107	95	103	98
1966 1st quarter	122	122	100	100	101	99
2nd quarter	127	124	102	100	97	99
3rd quarter	109	115	75	86	92	96
4th quarter	105	105	93	84	97	93
1967 1st quarter	104	104	89	92	90	91
2nd quarter	107	104	93	89	90	89
3rd quarter*	100	106	81	94	88	92
4th quarter*	114	114	109	99	96	93
1966 October	106	107	95	76	104	93
November	107	104	104	83	101	92
December	105	105	78	92	85	93
1967 January	105	104	86	92	85	90
February	105	105	97	94	97	92
March	104	104	86	90	88	91
April	106	105	99	91	93	88
May	108	106	92	87	85	87
June	107	104	88	88	92	93
July*	102	102	73	88	86	94
August*	100	103	74	96	80	90
September*	100	106	97	98	98	91
October*	103	105	111	89	101	90
November*	112	108	121	96	99	91
December*	114	114	96	112	89	97

(a) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting sections of the cotton and man-made fibre industries.
(b) At constant (average 1958) prices.
*Provisional.

The British Menswear Guild were hosts recently to four well-known buyers of menswear at a reception held specially for them at the Guild headquarters, 20 Savile Row, London. The picture shows (left to right): Mr. John Miller, Associated Dry Goods, London; Mr. Garry Smith, men's knitwear buyer, J. W. Robinson, Los Angeles; Mr. John Kalajian, leather goods and men's accessories buyer, J. W. Robinson; Mr. Derek P. Rose, of Bonsoir Ltd., chairman of the Guild; Mr. Richard U. Ford, vice-president of J. W. Robinson; Mr. George Karatsis, divisional merchandise manager, Goldwaters, of Phœnix, Arizona; and Mr. R. P. Mitchell, director of the British Menswear Guild.

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WHOLESALE PRICE INDEX NUMBERS

Prices rise in the second half of 1967

OUTPUT PRICES began to rise again in the second half of last year after almost a year of no change. The index for all manufactured products was 1½ per cent higher in December than at the end of 1966, all of this increase coming in the second half of last year. This movement in the ovarall index mainly reflects price movements in the non-food manufacturing industries taken together; the index for the food manufacturing industries, small fluctuations apart, continued to rise throughout the year.

Prices of materials and fuel used in manufacturing industry, which fell during the second half of 1966, continued to fall during the first half of last year. They began to move up again, however, in the third quarter, under the influence of higher prices for crude oil and copper, and rose very sharply, over a wide field, during the last quarter, under the impact of devaluation. By the end of the year the index of materials and fuel purchased by all manufacturing industry was about 7½ per cent higher than at the end of 1966, and some 5 per cent above the high point reached in the middle of that year.

Basic materials and fuel

Chart 1 shows that the fall and subsequent sharp rise in materials prices was most marked in the non-food sector. By the end of the year the index was 8½ per cent up on a year earlier, although the average for the year as a whole was 2 per cent less than in 1966. The index for the food manufacturing industries did not, however, begin to fall back until the middle of the year, and was pushed up again during the fourth quarter, to end the year some 6½ per cent up on December 1966. The average for the year was 1½ per cent more than in the previous year.

Table (A) (i): Purchases by Broad Sectors of Industry

Sector	Index Numbers 1954 = 100		
	December 1966	December 1967	Percentage Change
All manufacturing industry	110·0	118·3*	+7·5
Food manufacturing	104·8	111·4*	+6·3
Non-food manufacturing:	112·4	121·9*	+8·5
Chemicals and allied	116·4	121·9*	+4·7
Mechanical engineering	148·8	154·0*	+3·5
Electrical machinery	141·8	149·1*	+5·1
Textiles	95·0	98·3*	+3·5
Timber	122·6	127·5*	+4·0
Paper	114·1	118·5*	+3·9
Construction	133·7	137·5*	+2·8
Housebuilding	134·8	139·2*	+3·3

NON-FOOD MANUFACTURING INDUSTRY

Chart 1

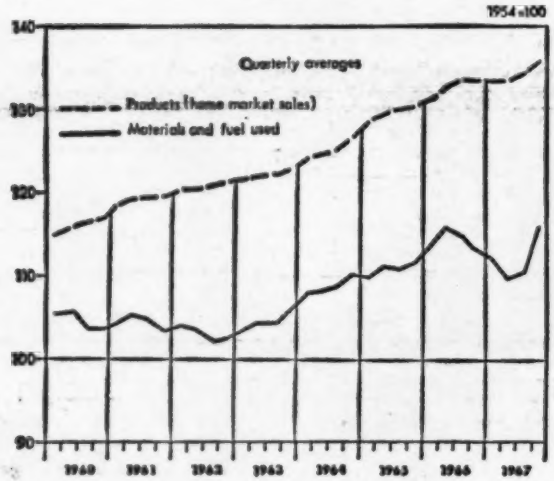


Table A (ii): Commodities represented in the index for All Manufacturing Industry

Commodity	Percentage change December 1966 to December 1967	Effect on price index of basic materials and fuel used in manufacturing industry
Ores and metals:		
Ferrous	— 2·7	—0·1
Non-Ferrous	+21·4	+2·7
Crude petroleum, etc.	+36·1	+2·2
Other mineral products	+ 0·4	+0·0
Raw wool	— 4·3	—0·3
Other textile materials	+13·2	+0·7
Timber	+ 5·9	+0·4
Paper-making materials	+ 5·9	+0·2
Oil-seeds, etc.	+16·9	+0·7
Hides and skins	— 9·9	—0·1
Raw rubber	— 5·9	—0·1
Foodstuffs and tobacco	+ 6·0	+1·8
Fuel	+ 0·6	+0·1
Other materials	+ 5·9	+0·1
Total – Materials and fuel used in manufacturing industry	+ 7·5	+8·3

The total index and the index numbers for broad sectors of industry at December 1967, compared with a year earlier, are shown at Table A(i). A further breakdown showing the end-year to end-year changes in some of the major commodity groups represented in the total index is shown at Table A(ii). The range of experience was again most marked, even at the group level. Crude petroleum prices rose 36 per cent, all of this increase coming in the second half of the year, following the closing of the Suez Canal, and non-ferrous metals rose by 21 per cent; at the other end of the range, hides and skins were down by 10 per cent. At product level the diversity of movements is even wider, ranging from an increase of 74 per cent in the price of copra to a fall of 24 per cent in whale oil.

Materials and fuel used in broad sectors of industry

It is necessary, when examining the movements in prices of materials used in the sectors of manufacturing industry, to bear in mind the different groups of goods covered by the index numbers. As explained in the notes at the end of this article, the index numbers relate to purchases from outside the sector of industry concerned and exclude all purchases within the particular sector (technically they are known as 'net sector' index numbers). Thus the price index considered above for the purchases of basic materials and fuel by the whole of manufacturing industry measures changes in prices only of those commodities and fuels purchased from outside the manufacturing sector. This means that this index is based upon price movements of mostly imported materials, plus some indigenous crude materials; intermediate products like iron and steel and textile yarns are included only to the extent that they are imported, and the great bulk of purchases of these products, being home-produced, represent sales by one industry to another within the manufacturing sector and are excluded. The sector price index numbers for individual industries, however, include prices of many semis or intermediate products purchased from elsewhere within the manufacturing sector. The prices of these intermediate products reflect some home production costs in addition to the cost of basic materials.

The index of basic materials and fuel used in the food manufacturing industries rose in the first quarter of last year after very little change through the last three quarters of 1966. It began to fall back in the middle of last year and into the third quarter, but following devaluation rose sharply. The rise in the index of 1½ per cent for the year as a whole was attributable to an increase of about 2 per cent in imported materials and one of about 1½ per cent in home-produced materials.

In the non-food sector of manufacturing industry, the index numbers for each of the broad groups of industries declined in the first half of the year, although the fall in the index for the timber industries was very small. They began to rise again, however, during the third quarter, with the exception of textiles. The most noticeable increases were in the index for the chemicals and allied industries, under the influence of higher crude oil prices, and in the index for the electrical machinery industry, as copper prices began to move up. With devaluation of sterling in November, prices of most imported materials rose, a number of them quite sharply, and consequently all the group index numbers moved significantly above the third quarter levels.

Comparisons on a year-to-year basis show, however, that despite the sharp rise in the last weeks of the year, only the index for the

timber industries was above the average for 1966.

Prices of materials used in construction and in house building remained unchanged in the first half of last year. They moved up during the second half of the year, finishing in December some 3 per cent up on a year earlier. The year-on-year increases were less than 1 per cent, however, and the lowest since 1960.

Output prices

The index of home market sales of all manufactured products was 1¼ per cent higher at the end of last year than a year earlier, a much smaller increase than in recent years and below the long-term average annual rate of increase. Table B(i) shows the percentage change during last year in prices of the output of broad sectors of industry, while Table B(ii) shows what effect various industry groups had on the main index of home market sales of all manufactured products. The contribution given in the latter table excludes goods sold between one group of manufacturing industries and another (apart from sales of capital goods by the engineering industries), whereas the former includes inter-sector sales. Each of the major groups of industries, other than textiles, contributed to the rise in the overall index for all manufactured products. The biggest effect on the index came from the engineering and allied industries, but this was due to the large weight this group of industries has in the index rather than to the size of the price increase, which was much the same as the average for all manufacturing industry.

Year-by-year changes in the various index numbers for the broad sectors of manufacturing industry are shown in Table 2. The increase of just under 2 per cent in the food sector was the lowest for six years, although still above the long-term average annual rate of increase. On the other hand, the rise of just over 1 per cent in the non-food sector, apart from being much less than in the previous three years, was below the average annual rate of increase for the decade up to 1964.

Table B (i): Output of Broad Sectors of Industry

Sector	Index Numbers 1954 = 100		
	December 1966	December 1967	Percentage Change
All manufactured products – Home market sales	134·1	136·2*	+1·5
Food manufacturing	124·1	126·5*	+1·9
Non-food manufacturing:	133·5	136·0*	+1·9
Chemicals and allied industries	110·0	112·0*	+1·8
Iron and steel	142·0	142·3*	+0·2
Engineering and Allied Industries	137·1	140·2*	+2·3
Textile industries other than clothing	111·8	111·5*	—0·3
Clothing and footwear	120·2	120·7*	+0·4
Timber	125·6	125·7*	+0·1
Paper	120·5	120·3*	—0·2
New construction	140	144*	+2·9

Table B (ii): Analysis of index of All Manufactured Products by industry of origin

Industry Group	Percentage change	Effect on price index of all manufactured products
Food, drink and tobacco (III)	+0·9	+0·4
Chemicals and allied industries (IV)	+1·4	+0·1
Metal manufactures	+2·1	+0·1
Engineering and allied industries (VI to IX)	+1·6	+0·7
Textiles (X)	—0·6	—0·0
Clothing and footwear (XII)	+0·4	+0·0
Timber, furniture, etc. (XIV)	+0·3	+0·0
Paper, printing and publishing (XV)	+4·7	+0·4
Other manufactures (XI, XIII and XVI)	+1·2	+0·1
Total all manufactured products – Home market sales	+1·5	+2·1

Output of broad sectors of industry

The index for the food sector rose in the early months of 1967 as a result of higher bread prices. There was little change from then until September, apart from a small fall in June, due mainly to lower prices for bacon and sugar. Sugar prices moved up again during the fourth quarter, however, and were largely responsible for the rise which took place then in the food index.

The general trend in output prices of non-food manufacturing industry during 1967 was broadly reflected in each of the broad sectors separately distinguished in Table 2. The index for the chemicals and allied industries showed no significant change until the second half of 1967. The rise of about 2 per cent in the last six months of the year was largely attributable to the higher costs of crude oil. Prices of the products of the iron and steel industry showed the least change, and have increased only marginally in recent months. The index for the engineering and allied industries, which had eased fractionally between mid-1966 and mid-1967, rose by some 2 per cent in the last six months of the year. The index for the textiles industries fell by about 1 per cent during the 12 months up to June last year, and, although moving up again in the last two months of the year, was still below the mid-1966 level in December. Clothing and footwear prices, which had increased during the third quarter of 1966, were little changed in the first half of last year, and moved up only a little in the second half of the year. The index for the timber industries, which also rose a little in the second half of 1966, eased back a little in the early months of last year and subsequently increased a little in the latter part of last year; the net result of these small movements brought the index marginally above the end-1966 level. The paper industries index edged up during most of the period but fell back in the last few months of the year to finish at about the same level as in June 1966.

New construction costs rose in each quarter of 1967 and the index was nearly 3 per cent higher in the last quarter of the year than in the comparable quarter of 1966. Year on year the increase was just over 2 per cent, substantially less than the 4¼ per cent recorded in 1966 and much the same as the average annual rate of increase over the last 10 years.

Table C analyses the changes in price of more than 8,500 individual quotations received and used in calculating the output series of wholesale price index numbers. In the year ending December 1966 the index number for all non-food manufactured products rose by just over 2 per cent. As the table shows, this was the sum of widely varying movements. Almost half of all the quotations received showed some increase, 41¼ per cent were unchanged and just over 9 per cent showed decreases. There were also big differences between the industry groups, ranging from the leather, leather goods and fur industries (Order XI), where nearly 80 per cent of the quotations received showed increases and only 3 per cent decreases (reflecting the very high level of prices of hides and skins in 1966), to the chemicals and allied industries (Order IV) where increases accounted for 26 per cent and decreases for 17 per cent.

The smaller increase in the overall index in the 12 months ending December 1967 compared with the previous year is also reflected in Table C. The proportion of quotations which increased was down sharply to 27 per cent, the proportion unchanged rose markedly to 62 per cent, but the proportion of decreases rose only a little. Again there were significant differences between the groups of industries. Only 12 per cent of the quotations received for paper, printing and publishing (Order XV) showing increases, whilst 69 per cent were unchanged and 19 per cent fell. On the other hand, the bricks, pottery, glass, cement, etc., group (Order XIII) was divided almost half and half into increases and no change. A further interesting feature is the marked similarity of price changes in both years in the shipbuilding and vehicles group (Order VII and VIII), and to a slightly less extent in the group, chemicals and allied industries. The large proportion of quotations showing no change indicates that, in many cases, the interval between price increases is longer than a year.

Notes on Index Numbers of Wholesale Prices—1954=100

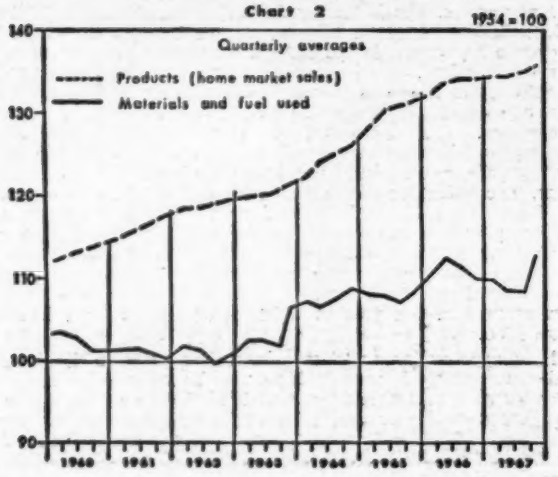
(1) The index numbers are calculated from the price movements of some 10,000 closely defined materials and products representative of goods purchased and manufactured by United Kingdom industry. The index for an individual commodity is its current home market price expressed as a percentage of its annual average home market price in 1954. In compiling indices for groups of commodities these percentages are combined in proportion to the value of purchases or sales of the individual commodities in 1954. The proportions have been derived from the Census of Production, short-term statistics of production, the Trade and Navigation Accounts, information supplied by trade associations and from various other sources.

(2) Commodity price index numbers are combined into the index numbers of materials purchased by and output of broad sectors of industry in Tables 1 and 2. Net weights are used to combine the commodity index numbers into sector indices; that is, the sector indices exclude sales by one undertaking to another within the same sector. The indices of materials purchased by industry include im-

(*Text continued on page 599*)

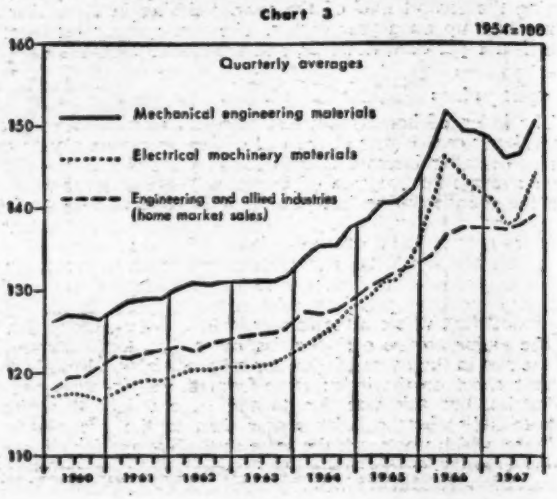
ALL MANUFACTURING INDUSTRY

Chart 2



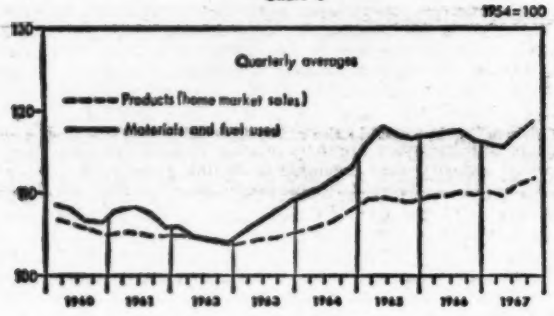
ENGINEERING AND ALLIED INDUSTRIES

Chart 3



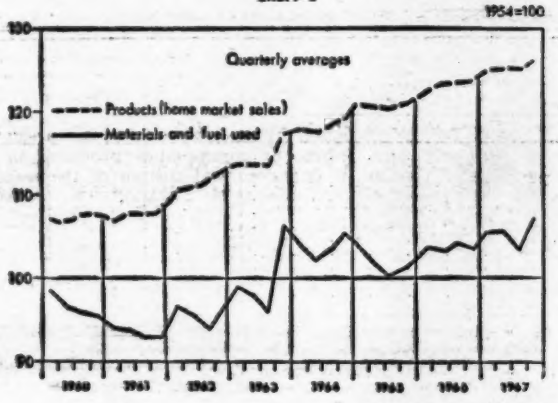
CHEMICALS & ALLIED INDUSTRIES

Chart 4



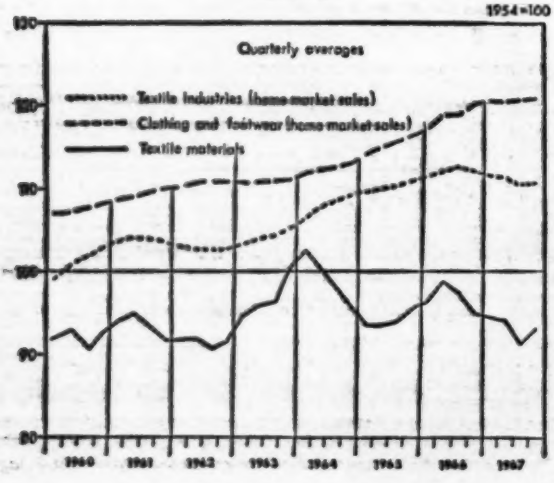
FOOD MANUFACTURING INDUSTRIES

Chart 5



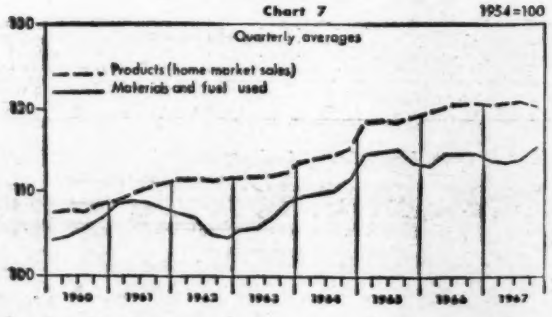
TEXTILE & CLOTHING INDUSTRIES

Chart 6



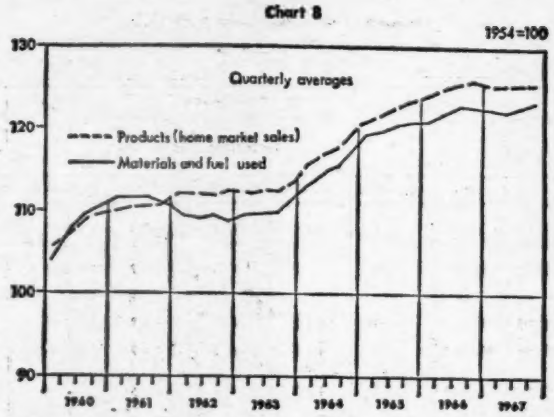
PAPER INDUSTRIES

Chart 7



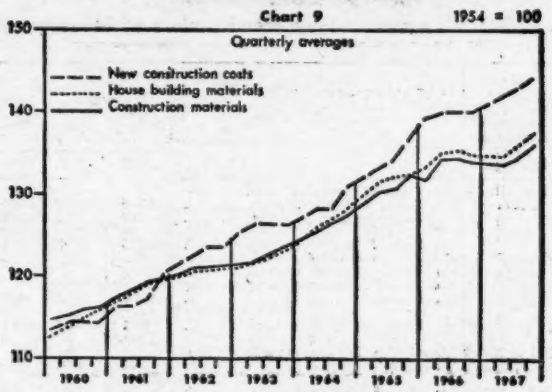
TIMBER INDUSTRIES

Chart 8



BUILDING & CIVIL ENGINEERING

Chart 9



ported materials, and where it is possible to do so the indices of output of broad sectors of industry take account of the movement of export prices. Information about export prices is less reliable than information about home market prices, and hence the sector indices of total sales including exports are less reliable than the indices of home market sales.

(3) Commodity indices covering United Kingdom manufacturers in general relate to a 'principal product' (or a group of principal products) of an industry as defined in the Census of Production; the weights used in compiling the indices include the value of sales of the principal products of an industry by undertakings classified to other Census industries. For each of the sectors of industry for which indices are published in Table 2, sales of principal products correspond very closely to total sales of the sector.

(4) In determining the weights used in calculating indices which combine the price movements of several materials or products, the value of goods for which no price series are available is imputed to prices series which may be expected to move similarly.

(5) As far as possible 'delivered' prices are used in compiling the indices of materials purchased by industry; 'ex-works' prices are used in compiling the indices of commodities produced in the United Kingdom, unless it is the normal custom of the trade to delivered, in which case 'delivered' prices are used. The prices are exclusive of purchase tax but include any subsidy paid to or duty paid by the producer.

(6) Where the price for an item ceases to be available and the item is replaced by a substitute, an adjustment is made to maintain comparability.

(7) To facilitate further calculation the indices are given to one decimal place in most cases, but small month to month movements have little significance. Indices for which information has not been received are shown with an asterisk to indicate that they are provisional. Commodity index numbers are revised to take account of errors or very late notification of price changes, but unless these revisions are exceptionally important they are not carried through to the indices of purchases and output of sectors of industries in Tables 1 and 2.

(8) The series of wholesale price index numbers based on 1954= 100 was introduced in the *Board of Trade Journal* on March 21, 1958; previously the index numbers were based on June 30, 1949= 100. In February 1959, the index numbers were revised in accordance with the Standard Industrial Classification 1958 (see *Board of Trade Journal*, February 13, 1959). In particular, the index numbers relating to materials used in and output of manufacturing industry were extended to include industries making fuel, food and tobacco products, and the index numbers relating to materials used in broad sectors of industry were extended to include fuels used.

(9) Details of the constituent items and weights used in the construction of the index numbers in Tables 1 and 2 may be obtained on application.

Table C. Analysis of changes in price quotations for individual items, December 1965-December 1966, December 1966-December 1967

	S.I.C. Order	Total quotations	Quotations unchanged		Quotations increased		Increased by						Quotations decreased	
			No.	%	No.	%	Under 2%	2%-4%	4%-6%	6%-8%	8%-10%	Over 10%	No.	%
1965/6	Chemicals and Allied Industries (IV)	877	504	57·4	225	25·7	58	34	34	31	25	43	148	16·9
1966/7		874	557	63·7	204	23·3	18	47	45	26	18	50	113	13·0
1965/6	Metal Manufactures (V)	437	134	30·7	285	65·2	17	94	119	19	7	29	18	4·1
1966/7		437	312	71·4	117	26·8	26	15	15	9	10	42	8	1·8
1965/6	Engineering and Electrical Goods (VI)	3,123	1,295	41·5	1,673	53·5	118	333	641	207	132	242	155	5·0
1966/7		3,223	2,015	62·6	997	30·9	100	179	348	127	87	156	211	6·5
1965/6	Shipbuilding and Marine Engineering	391	207	53·0	167	42·7	34	68	29	27	3	6	17	4·3
1966/7	and Vehicles (VII and VIII).	391	215	55·0	159	40·7	37	60	42	7	3	10	17	4·3
1965/6	Metal Goods not elsewhere specified	773	232	30·0	488	63·1	38	68	135	109	41	97	53	6·9
1966/7	(IX).	771	543	70·5	190	24·6	17	31	47	25	20	50	38	4·9
1965/6	Textile Industries other than clothing	810	247	30·5	363	44·8	130	82	83	32	14	22	200	24·7
1966/7	(X).	811	368	45·4	178	21·9	56	47	32	16	12	15	265	32·7
1965/6	Leather, Leather Goods and Fur (XI)	63	12	19·0	49	77·8	5	8	19	3	5	9	2	3·2
1966/7		63	44	69·8	8	12·7	2	2	4				11	17·5
1965/6	Clothing and Footwear (XII)	604	153	25·3	401	66·4	69	126	91	62	26	27	50	8·3
1966/7		604	331	54·8	147	24·3	47	47	25	8	6	14	126	20·9
1965/6	Bricks, Pottery, Glass, Cement, etc.	425	254	59·8	116	27·3	16	24	28	16	21	11	55	12·9
1966/7	(XIII).	435	211	48·5	206	47·4	28	118	27	10	7	16	18	4·1
1965/6	Timber, Furniture, etc. (XIV)	416	159	38·2	193	46·4	46	61	42	13	9	22	64	15·4
1966/7		426	305	71·6	79	18·5	16	24	26	4	2	7	42	9·9
1965/6	Paper, Printing and Publishing (XV)	243	129	53·1	89	36·6	15	26	26	5	5	12	25	10·3
1966/7		242	167	69·0	29	12·0	5	9	9	3	1	2	46	19·0
1965/6	Other Manufacturing Industries (XVI)	464	252	54·3	166	35·8	14	30	43	29	14	36	46	9·9
1966/7		464	352	75·9	83	17·9	11	18	31	9	5	9	29	6·2
1965/6	TOTAL	8,626	3,578	41·5	4,215	48·8	560	954	1,290	553	302	556	833	9·2
1966/7		8,741	5,420	62·0	2,397	27·4	363	397	651	244	171	371	924	10·6

(Tables continued on following pages)

WHOLESALE PRICE INDICES, *continued*

1. Materials purchased by broad sectors of industry—1954 = 100

1958 Standard Industrial Classification Minimum List Headings		Annual Averages						Percentage changes					
		1962	1963	1964	1965	1966	1967	1961-1962	1962-1963	1963-1964	1964-1965	1965-1966	1966-1967
Order III to XVI	Basic materials and fuel used in manufacturing industry	100·6	103·0	107·0	107·5	110·9	110·0*	0·0	+2·4	+3·9	+0·5	+3·2	−0·8
	Basic materials	95·9	98·5	103·0	103·1	105·8	104·3*	−0·5	+2·7	+4·6	+0·1	+2·6	−1·4
	Fuel	136·5	137·8	138·2	141·9	150·3	153·8*	+2·6	+1·0	+0·3	+2·7	+5·9	+2·3
Orders IV to XVI	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries	103·0	104·5	108·6	110·6	114·5	112·3*	−1·3	+1·5	+3·9	+1·8	+3·5	−1·9
	Basic materials other than fuel	97·1	98·7	103·4	105·2	108·2	105·0*	−2·3	+1·6	+4·8	+1·7	+2·9	−3·0
211 to 229	Materials and fuel used in the food manufacturing industries	95·3	99·6	103·8	102·2	104·0	105·6*	+2·5	+4·5	+4·2	−1·5	+1·8	+1·5
263 to 277	Materials and fuel used in the chemicals and allied industries	104·8	107·2	111·3	117·1	117·2	117·0*	−2·5	+2·3	+3·8	+5·2	+0·1	−0·2
331 to 349 (excluding 342)	Materials and fuel used in the mechanical engineering industries	130·1	130·8	135·3	140·5	149·3	148·0*	+1·6	+0·5	+3·4	+3·8	+6·3	−0·9
361	Materials and fuel used in the electrical machinery industry	120·0	120·9	125·0	131·2	143·0	140·6*	+1·4	+0·8	+3·4	+5·0	+9·1	−1·7
Order X	Materials and fuel used in the textile industries	91·3	96·6	98·7	94·3	97·1	93·7*	−1·7	+5·8	+2·2	−4·5	+3·0	−3·5
Order XIV	Materials and fuel used in the timber industries	109·2	109·9	115·1	120·1	122·1	123·1*	−1·9	+0·6	+4·7	+4·3	+1·7	+0·8
Order XV	Materials and fuel used in the paper industries	105·8	106·5	110·3	114·6	114·4	114·3*	−2·4	+0·7	+3·6	+3·9	−0·3	−0·1
Order XVII	Construction materials	120·4	121·9	125·8	130·4	133·5	134·5*	+1·9	+1·2	+3·2	+3·6	+2·4	+0·7
Part of Order XVII	House building materials	120·2	121·7	126·2	131·5	134·6	135·7*	+1·9	+1·2	+3·7	+4·2	+2·4	+0·8

*Provisional figure.

2. Output of broad sectors of industry—1954 = 100

1958 Standard Industrial Classification Minimum List Headings		Annual Averages						Percentage changes					
		1962	1963	1964	1965	1966	1967	1961-1962	1962-1963	1963-1964	1964-1965	1965-1966	1966-1967
Orders III to XVI	All manufactured products:												
	Total sales	118·0	119·5	123·2	128·4	132·3	134·3*	+2·0	+1·3	+3·1	+4·2	+3·0	+1·5
	Home market sales	118·6	119·9	123·9	129·6	133·2	134·9*	+2·2	+1·1	+3·3	+4·6	+2·8	+1·3
Order IV to XVI	Products of manufacturing industries, other than food, drink and tobacco:												
	Total sales	119·4	120·7	123·6	128·1	132·1	134·0*	+1·3	+1·1	+2·4	+3·6	+3·1	+1·4
	Home market sales	120·6	121·4	124·7	129·5	133·0	134·4*	+1·3	+0·7	+2·7	+3·8	+2·7	+1·1
211 to 229	Products of the food manufacturing industries:												
	Home market sales	111·1	114·2	118·1	120·6	123·3	125·7*	+3·7	+2·8	+3·4	+2·1	+2·2	+1·9
263 to 277	Chemicals and allied industries:												
	Total sales	102·6	103·3	105·4	108·1	109·0	109·6*	−0·5	+0·7	+2·0	+2·6	+0·8	+0·6
	Home market sales	104·5	104·6	106·8	109·4	110·0	110·6*	−0·6	+0·1	+2·1	+2·4	+0·5	+0·5
311 and 312	Iron and steel industries:												
	Total sales	128·7	128·8	129·3	131·6	135·3	136·5*	+2·1	+0·1	+0·4	+1·8	+2·8	+0·9
	Home market sales	133·3	133·7	134·3	136·6	140·8	142·1*	+2·7	+0·3	+0·4	+1·7	+3·1	+0·9
Orders VI to IX	Engineering and allied industries:												
	Total sales	123·9	125·3	128·1	132·4	137·6	140·1*	+1·6	+1·1	+2·2	+3·4	+3·9	+1·8
	Home market sales	123·1	124·0	127·3	131·7	136·5	137·8*	+1·0	+0·7	+2·7	+3·4	+3·6	+1·0
Order X	Textile industries other than clothing:												
	Total sales	103·8	105·7	110·1	111·6	113·6	113·2*	−0·5	+1·8	+4·2	+1·4	+1·7	−0·4
	Home market sales	102·5	103·9	107·9	110·1	112·0	111·1*	−0·8	+1·4	+3·8	+2·0	+1·7	−0·8
Order XII	Clothing and footwear: Home market sales	110·4	110·7	112·6	115·3	119·1	120·4*	+1·4	+0·3	+1·7	+2·4	+3·3	+1·1
Order XIV	Timber industries: Home market sales	112·1	112·4	117·2	122·3	125·2	125·5*	+1·5	+0·3	+4·3	+4·4	+2·4	+0·2
481 to 483	Paper industries: Home market sales	111·0	111·6	114·3	118·7	120·4	120·6*	+1·1	+0·5	+2·4	+3·8	+1·4	+0·2
Order XVII	New construction†	122	126	129	134	140	143*	+3·4	+3·3	+1·6	+3·9	+4·5	+2·1

*Provisional figure. †Index of building costs.

3. (a) Commodities produced in the United Kingdom—1954 = 100

1958 Standard Industrial Classification References		Annual Averages			
		1964	1965	1966	1967
PRODUCTS OF MINING AND QUARRYING:					
101	Coal	154·3	155·1	167·9	172·2*
	Domestic coal	164·6	167·4	185·2	188·6
102/1	Granite chippings	126·1	128·4	131·2	140·1*
102/2	Slates	168·2	179·1	183·9	182·6
109/3	Salt	112·5	110·9	110·8	119·1
FOOD, DRINK AND TOBACCO:					
211/1	Flour	119·3	117·7	119·1	125·7
216	Sugar, refined	128·0	115·8	111·1	113·9*
217	Chocolate and sugar confectionery	108·1	111·0	111·3	113·6*
231	Beer	114·3	124·9	131·5	136·4*
240	Tobacco and cigarettes	134·7	150·2	154·6	154·3*
CHEMICALS AND ALLIED PRODUCTS:					
261	Hard coke	164·0	176·9	184·2	186·5
262	Motor spirit, standard grade (including duty)	111·2	122·7	126·6	133·0*
262	Medium fuel oil (950 secs.)	138·9	138·9	139·8	150·6*
263	Lubricating oils and greases	129·1	129·1	130·8	132·8*
271/1	Dyestuffs	105·7	120·2	119·2	119·2*
271/2	Disinfectants	119·2	121·3	122·0	122·1*
271/2	Fertilizers‡	103·5	103·3	105·2	110·3*
271/2	Insecticides, weed killers and fungicides	88·3	90·9	94·0	93·9*
271/3	General chemicals	100·2	100·9	103·4	103·7*
	Acetic acid, B.S.S. 576 – 1950	95·1	89·3	88·5	90·7
	Acetone, B.S. 509 – 1950	69·7	69·7	69·7	71·5
	Aluminium sulphate (14 per cent Al_2O_3).	112·9	120·0	125·7	128·6
	Barium carbonate, precipitated 98/99 per cent in powder form.	105·1	105·1	110·3	114·1
	Barium chloride, fine crystals, 98/99 per cent.	99·9	106·5	111·6	118·0
	Benzole, pure, B.S.S. 135A – 1950	104·1	87·9†	87·8	89·3*
	Butanol, B.S.S. 508 – 1950	75·8	75·8	75·4	74·6
	Caustic soda liquor, 100 TW	118·3	120·8	120·8	120·8
	Dichromate of potash	120·3	120·3	120·3	122·3
	Ethyl alcohol, industrial B.S.S. 507 – 1933.	148·5	148·5	148·5	148·5
	Hydrogen peroxide, 130 vol.	87·9	87·9	87·9	87·9
	Liquid chlorine, pure	89·2	87·4	87·4	87·4
	Methanol, refined	79·2	79·2	79·2	82·1*
	Nitric acid, concentrated, 100 per cent.	96·7	93·2	93·2	97·2*
	Pharmaceutical chemicals	65·8	63·7	59·0	57·4*
	Phenol	68·4	54·6	53·5	53·7*
	Phosphorus, 99·9 per cent pure, specific gravity 1·82, melting point 44·1°C.	103·0	103·0	103·0	103·0
	Phthalic anhydride	72·2	72·0	69·5	77·8*
	Pigments and earth colours, inorganic.	135·3	136·5	134·4	136·3*
	Salicylic acid, technical or commercial grade.	96·6	96·6	97·2	97·7*
	Soda ash, light (delivered)	128·1	133·3	..	..
	Soda ash, light, f.o.r. works	124·2	124·2	..	..
	Soda ash, light, ex-works	..	..	125·0	125·0
	Sodium cyanide, 96/98 per cent standard quality.	104·9	104·9	104·9	104·9
	Sodium sulphide, solid, 60/62 per cent.	125·4	125·4	125·4	125·4
	Sulphuric acid, B.O.V.	92·0	95·3	108·5	108·0
	Titanium dioxide, 'Anatase' type	121·2	121·9	130·2	130·2*
	Titanium dioxide, 'Rutile' type	116·9	117·5	124·8	124·8*
	Trichlorethylene, metal degreasing	107·1	107·1	107·1	111·0
	Tri-tolyl phosphate	100·6	100·6	100·6	100·6
	Urea, technically pure	87·4	87·4	88·0	92·6*
272/1	Pharmaceutical preparations	99·5	101·3	102·9	103·1*
272/2	Toilet preparations	132·7	140·8	147·1	149·4*
273	Explosives, private sector only, including sporting ammunition, permitted explosives and electric detonators.	123·9	132·5	137·6	136·9*
274	Paint for building and decorating	115·3	116·2	116·6	116·7
275/2	Soap	141·1	154·4	154·8	154·1*
	Soapless detergents	103·0	106·4	106·4	103·7*
	Candles	110·0	121·1	128·3	128·2*
	Glycerine	62·2	63·9	67·2	80·6
276	Synthetic resins and plastic materials	76·3	74·8	74·5	73·8*
	Amino-plastics: urea-formaldehyde moulding powder.	99·8	101·8	105·1	105·6*
	Cellulose acetate sheet, commercial clear transparent.	104·9	110·3	110·8	108·6*
	Phenolic and cresylic plastics: laminated materials.	101·3	101·5	101·8	102·1*
	Phenolic and cresylic plastics: moulding powders.	101·8	101·8	101·8	101·7*
	Polystyrene moulding powders	52·1	50·1	48·5	47·5*
	Polyvinylchloride-granular polymer.	68·9	68·9	68·9	60·3*
277/1	Polishes	151·6	159·2	166·0	173·1*
IRON AND STEEL AND OTHER METALS:					
311/2	Steel sheets	133·5	135·1	136·9	137·5*
311/2	Tinplate	121·3	126·7	130·3	129·2*
311/2	Other steel goods (excluding tubes)	133·8	136·0	140·3	141·7*
312	Steel tubes	140·8	143·0	149·4	153·9*
313/3 and 313/4	Iron castings	145·8	149·3	154·8	156·3*
321	Aluminium and aluminium alloy products:				
	Extruded and drawn	141·9	145·2	150·1	153·0
	Rolled	132·6	136·3	140·7	143·5
	Castings	138·7	144·1	150·0	155·0*
	Forgings	135·0	138·1	141·9	144·7
322	Brass ingots, 65/35, B.S.S. 1400-B. 3 delivered.	124·2	143·4	188·4	160·0

*Provisional figure. †Revised series for 1965 not strictly comparable with previous years. ‡This index relates to market prices after early delivery rebates have been deducted; it does not take account of subsidies paid to farmers. .. Not available.

WHOLESALE PRICE INDICES, *continued*

3. (a)—*continued*

1958 Standard Industrial Classification Reference		Annual averages			
		1964	1965	1966	1967
	SCIENTIFIC AND SURGICAL INSTRUMENTS, ETC.				
351/1	Photographic paper and films, etc.	125·6	126·1	126·1	128·5
	Cinematograph film (raw stocks)	129·1	129·1	129·0	134·0
351/3	Spectacles, etc.	125·7	134·4	140·4	140·5
	Complete spectacles (National Health Service).	129·3	138·6	143·9	144·1
	Complete spectacles (other than National Health Service).	119·5	126·6	135·0	135·0
351/4	Dental goods	135·8	140·5	145·0	149·1*
	Teeth, plastic	104·3	105·3	106·2	106·2
	Teeth, porcelain	116·3	118·9	122·1	121·9
	Dental equipment	163·7	174·1	182·3	186·6*
	Hand instruments	153·3	158·6	165·0	170·7
	ELECTRICAL GOODS				
364/2	Gramophone records	138·5	138·5	145·1	146·5*
365	Domestic electrical appliances	101·1	101·7	102·9	103·3*
	Electric vacuum cleaners	113·7	114·5	116·8	117·3
	Electric cookers	113·9	112·3	112·1	112·8*
	Electric fires	115·7	117·5	120·5	124·4*
	Electric refrigerators	68·6	69·2	66·6	66·5*
	Electric washing machines	99·2	100·0	101·8	101·1*
	OTHER METAL GOODS				
389	Perambulators, etc.	124·3	128·0	130·6	131·8*
391	Tools and implements	144·5	151·0	155·6	159·3*
392	Cutlery	132·2	135·7	138·5	140·1*
	Cutlery (other than razors and razor blades).	132·7	139·3	147·3	151·4*
	Razor blades	135·8	135·6	135·8	136·3*
396	Spoons and forks	148·4	156·3	165·3	170·8*
399/6	Domestic hollow-ware	146·6	157·5	169·5	176·8*
399/6	Galvanized cisterns, tanks and cylinders.	159·7	163·3	163·3	163·3
399/7	Domestic gas appliances	111·6	113·1	113·5	113·5*
	TEXTILES				
411	Rayon and acetate filament and staple fibres.	104·1	104·0	102·3	102·9
412	Cotton yarn	94·9	97·8	98·8	99·0
	Spun from American type cotton	92·7	95·8	97·6	97·7
	Spun from Egyptian type cotton	98·5	100·7	100·1	101·3
412	Spun rayon yarns	103·6	107·2	103·1	100·1*
412	Irish linen yarns (wetspun)	133·8	126·6	127·3	124·0*
413	Cotton cloth	100·8	106·1	107·2	105·8*
413	Rayon and acetate fabric	115·5	120·2	121·3	119·3*
413	Linen	127·9	131·9	137·1	138·5*
	Light linen	134·4	139·7	144·7	146·8*
	Heavy linen	105·6	104·9	110·8	109·9
414/1	Wool tops	91·5	80·5	79·8	70·5
414/2	Worsted yarns	98·7	92·8	97·7	92·3
414/5	Harris tweed	108·3	109·5	114·1	115·3
414/5	Serge cloth	101·7	98·6	103·1	105·6
414/6	Pressed wool felt	106·0	106·0	106·0	106·0*
415	Jute yarn	113·2	126·3	135·7	135·9
415	Jute piece-goods	118·0	128·9	144·0	146·9
416	Rope, twine and net	128·1	122·4	119·5	118·5*
	Cordage, cables, ropes and twines of textile materials.	128·1	120·4	116·8	115·5*
	Nets and netting	128·7	135·3	138·2	138·2*
417	Hosiery and other knitted goods	98·9	100·8	102·5	102·6*
418	Lace	95·6	95·6	95·6	95·6*
419	Carpets and rugs	127·5	127·8	130·6	131·8*
	Carpets	127·5	127·7	130·4	131·7*
	Mohair and pile fabric rugs	126·0	129·5	133·6	134·6*
421	Narrow fabrics	115·5	120·7	122·5	122·9*
422/2	Canvas goods and sacks	99·5	110·9	117·9	105·5*
429/2	Coir and sisal mats and matting	148·8	156·3	161·2	173·2
	LEATHER AND LEATHER GOODS				
431/1	Leather for footwear	105·5	112·2	130·0	123·7*
432	Travel goods	124·6	128·3	135·3	138·2*
432	Goods of leather or substitute materials, other than travel goods.	135·9	143·0	151·8	153·5*
	Ladies' handbags	130·9	138·9	145·2	146·5*
	Leather wallets	141·7	149·6	158·8	161·5
	Leather straps and belts	142·9	147·9	162·7	164·6
	CLOTHING AND FOOTWEAR				
441-449	Made-up clothing	111·7	114·7	118·1	119·5*
441	Weatherproof outerwear	102·6	104·8	106·8	107·3*
442	Men's and boys' tailored outerwear	113·4	116·8	120·3	122·1*
443	Women's and girls' tailored outerwear.	110·1	111·6	116·9	117·8*
445/1	Women's and girls' light outerwear	110·0	112·9	115·8	117·8*
446/1	Felt hats	135·9	141·3	148·3	149·8*
450	Footwear (excluding rubber).	113·4	115·1	119·5	120·8*
	BRICKS, POTTERY, GLASS, CEMENT, ETC.				
461/1	Refractory goods, including bricks.	145·8	149·8	150·2	151·2*
461/2	Non-refractory goods, including bricks.	129·0	132·9	133·8	134·9*
	Building bricks, common, other than fletton, ex-works.	131·9	139·7	141·1	142·8*
	Building bricks, fletton, common, delivered.	119·3	119·3	120·0	121·5*
462/1	Electrical porcelain	129·1	133·6	137·6	137·6*
462/3	Domestic china and earthenware	140·1	147·3	156·6	162·4*
463/1	Glass (other than containers)	133·6	136·3	141·1	143·4
463/2	Glass containers	120·9	129·0	130·7	130·0
464	Cement, delivered	124·5	127·7	128·0	129·5
469/1	Abrasive paper and cloth	128·7	131·9	132·1	132·9
469/2	Cast stone and cast concrete products	113·5	118·1	118·5	117·9*
	TIMBER, FURNITURE, ETC.				
471/1	Home-grown hardwood	102·9	106·6	107·3	107·0*
471/2	Joinery	128·2	135·4	140·2	142·4*
472	Domestic furniture	119·7	124·2	127·3	127·6*
473	Bedding, etc.	112·0	118·0	121·0	119·5*
475/1	Beer casks (18-gallon capacity)	98·2	96·3	99·5	101·2
475/2	Wooden boxes, packing cases and crates, etc.	119·4	124·7	129·0	129·6*
479/1	Cork sheet	94·1	94·3	98·8	100·7*

*Provisional figure.

3. (a), *continued*

1958 Standard Industrial Classification Reference		Annual averages			
		1964	1965	1966	1967
PAPER AND PAPER PRODUCTS					
481	Paper and board	112·4	115·0	115·4	115·2*
482	Cardboard boxes, cartons and fibreboard packing cases.	113·2	120·0	123·2	123·2*
483/1	Wallpaper	133·8	138·0	138·0	142·8
483/2	Paper bags	118·4	123·2	123·7	122·3
483/3	Manufactured stationery	119·9	123·5	127·1	128·0*
483/4	Other manufactures of paper and board, n.e.s.	107·2	112·1	113·8	115·8*
OTHER MANUFACTURED PRODUCTS					
491/1	Rubber tyres and tubes	123·4	127·1	130·0	130·0*
491/2	Rubber goods (other than tyres and tubes).	116·6	121·2	122·6	123·2*
	Rubber footwear	126·7	135·1	135·3	136·7
492	Linoleum and felt base	136·4	142·0	149·1	151·4
493	Brushes and brooms	138·7	142·6	145·1	145·6*
494/1	Toys and games	121·6	126·5	131·9	132·8*
	Metal toys	135·0	137·7	145·5	145·6*
	Plastic toys	93·6	94·7	99·8	101·9*
	Wooden toys	153·6	168·1	172·4	174·5
	Dolls and soft toys	127·0	137·7	138·8	139·1*
	Indoor games	110·7	114·5	118·6	121·2*
	Pedal cars, scooters and toy perambulators.	122·3	133·4	138·8	138·0*
494/2	Sports equipment	133·5	136·8	144·2	145·6*
495/1	Pens and pencils	112·7	115·4	116·1	116·3*
	Fountain pens	105·9	105·8	106·6	106·4*
	Pencils (mechanical)	116·5	116·5	116·8	121·0*
	Pencils (other than mechanical)	132·5	144·6	145·2	145·2*
495/2	Other stationers' goods	130·2	133·2	135·0	136·8*
496	Plastic mouldings	104·0	105·9	106·6	108·0*

3. (b) Commodities wholly or party imported into the United Kingdom—1954=100

	Annual Averages			
	1964	1965	1966	1967
Hides and skins	83·5	97·4	128·0	96·2
Imported	90·5	104·4	141·2	109·1
Native	73·0	86·9	108·2	77·0
Non-ferrous metals				
Aluminium, virgin ingot, delivered	122·3	125·6	125·6	127·8
Copper, ex-ship, wharf or warehouse†	141·4	188·6	223·4	168·2
Lead, ex-ship, wharf or warehouse†	104·7	119·4	98·7	86·8
Nickel, refined, delivered	131·9	131·9	133·4	151·0
Tin, ingot, min. 99·75% settlement price	171·9	196·2	180·1	169·8
Zinc, ex-ship, wharf or warehouse†	150·6	144·3	130·4	128·5
Oils, resins and gums				
Linseed oil, crude, naked, ex-works	125·0	112·1	103·6	110·6*
Palm oil, c.i.f., in bulk	102·9	119·7	102·3	101·6*
Whale oil, acid, soft, naked, ex-works	76·6	92·4	83·9	94·3
Rosin gum, W.W., ex-wharf	99·8	108·9	106·8	108·1
Shellac, F.O. T.N., pure, ex-wharf	62·7	74·1	77·6	67·1
Phosphate rock	96·5	101·2	107·9	106·2*
Pyrites, c.i.f., United Kingdom ports	61·6	63·7	69·1	73·9
Rubber, No. 1 R.S.S., one month future	101·3	103·9	97·6	83·6
Sulphur, crude (for acid making), c.i.f.	63·6	76·9	122·2	125·5
Textiles				
Coir yarns, c.i.f. United Kingdom ports	156·3	156·8	157·9	161·3*
Cotton, raw, Liverpool spot market price.	72·4	70·7	67·4	68·5
American type	72·7	72·0	69·5	71·9
Egyptian type	72·0	68·2	63·7	62·2
Jute, raw, c.i.f. Dundee				
'Export Firsts'	134·7	145·6	161·9	..
'Export Hearts'	..	..	..	144·9
'Export Lightnings'	130·8	142·8	162·8	155·6
Silk, raw, delivered mill	115·3	139·0	163·1	202·7*
Sisal, East Africa No. 1 Grade, c.i.f. London.	156·4	105·3	95·1	81·7
Wool, raw	91·7	79·1	83·8	74·0
Medium and coarse, crossbred, c.i.f. United Kingdom.	107·1	90·6	87·6	73·5
Fine, crossbred, c.i.f. United Kingdom.	94·6	80·0	87·5	76·2
Merino, c.i.f. United Kingdom	83·0	72·7	80·1	73·5
Timber				
Imported hardwood (ex-yard or wharf)	113·0	115·3	117·5	120·8*
Imported plywood (delivered to consumers).	104·5	116·9	116·4	112·8
Imported softwood (delivered to consumers).	113·3	118·4	118·8	118·3*
Woodpulp, imported	100·6	103·7	100·8	100·6*

*Provisional figures. † L.M.E. mean of buyers' and sellers' prices of morning session. .. Not available.

WHOLESALE PRICE INDICES, *continued*

4. Annual average wholesale prices for selected Commodities (1) (1963-1967)

Specification of Commodity (Shown in Standard Industrial Classification order)	Unit of sale	1963	1964	1965	1966	1967
Commodities produced in the United Kingdom						
Slates, roofing, 1st quality, 16 in. by 8 in., Penrhyn or Portmadoc, delivered London stations (2) (3)	£ per 1,000	45·70	47·03	50·82	52·10	52·10
Motor spirit, standard grade, outer zone price (inc. duty), minimum 200 gall. loads (2) (3)	d. per gall.	49·50	50·33	55·50	57·30	60·50*
Chemicals:						
Pure benzole, B.S.S. 135A – 1950, bulk, minimum lots of 200 gall. delivered user	s. per gall..	5·58	5·44	3·33†	3·33	3·37
Penicillin, crystalline, 1 mega unit (vial size)	s. per m. u.	1·17	1·17	1·02	0·90	0·90
Synthetic resins and Plastic Materials:						
Phenol-formaldehyde moulding powder, general purpose grade, contracts 50/99 tons over 12 months	d. per lb.	18·50	18·50	18·50	18·50	18·50
Polystyrene thermo-plastic moulding powder crystals, carriage paid buyer's address UK	s. per lb.	1·58	1·49	1·42	..	..
Polystyrene moulding powder, crystal	s. per lb.	..	..	..	1·19	1·17
Urea formaldehyde moulding powder, wood meal type, delivered user UK and f.o.b. export	s. per lb.	1·29	1·29	1·35	1·44	§1·46
Iron and steel:						
Strip mill steel sheets. Uncoated cold reduced sheets 48 ins. by 10 ft. by 20 G. normal bending general purpose quality, 25 tons delivered England	£ per ton	55·35	55·35	55·90	56·99	..
Strip mill steel sheets. Uncoated cold reduced sheets, general purpose, normal drawing quality, 20G., 48 ins. by 48 ins. 100 tons delivered England and Wales	£ per ton	..	..	..	..	56·75
Galvanized steel sheets, basis corrugated, 12/3 in. corrugation by 6 ft. by 20G. 10 tons delivered England	£ per ton	64·81	66·50	68·36	68·79	..
Hot dipped galvanized corrugated sheets, mild steel 10/3 ins. corrugations, 20G. by 6 ft. 25 tons delivered England and Wales	£ per ton	..	..	..	..	69·25
Cold reduced electrolytic tinplate, 0·50 lb. coating, 80 lb. substance, 28 in. by 22 in., with menders arising hot dipped to C.16 coating, 100 tons	s. per basis box	56·24	..	..	..	..
Cold reduced electrolytic tinplate, E50 coating, ·0088 in. nominal thickness, 28 in. by 22 in. with menders arising hot dipped to C.100 coating, 100 tons	s. per S.A.T.	..	180·96	188·19	194·12	194·78
Steel billets for drop forgings. Soft basis quality C.08/·33 per cent – 4 in. 25 tons, delivered Midlands	£ per ton	39·50	39·53	39·53	40·95	41·32
Non-alloy steel forging ingots up to 0·6 per cent C delivered buyer	£ per ton	32·38	32·38	32·74	34·19	34·62
Steel wire rods, soft basis quality C.08/·25 per cent, 5 G. 50 tons delivered basis zones	£ per ton	41·52	41·52	41·98	43·84	44·40
Heavy steel rails, flat bottom, basis quality, 109 lb. per yard, 500 tons f.o.r.	£ per ton	42·40	42·40	42·86	44·52	45·02
Heavy plates, mild steel, basis quality, ¼ in. by 6 ft. by 20 ft. 25 tons, delivered NE coast	£ per ton	42·25	42·25	42·71	44·28	44·75
Heavy steel joists, basis quality 12 in. by 6 in. 25 tons, delivered NE coast	£ per ton	40·18	40·18	40·63	42·21	42·68
Re-rolled steel bars, quality C.05/25 per cent, T.G. 2 in. 10 tons delivered NE coast	£ per ton	41·45	41·45	41·91	43·58	44·08
Alloy steel black bars (machining) Quality E.N. 110 H.T. 1¼ in. 10 tons, delivered all areas	£ per ton	98·88	94·95	95·17	99·30	..
Alloy steel black bars (machining quality) E.N. 352, 1¼ in. dia., H.T. 10 tons delivered all areas	£ per ton	..	..	..	..	94·20
Basic pig iron, 500 ton lots, delivery all main producing zones	£ per ton	20·85	20·85	20·85	21·60	21·85
Foundry and forge pig iron, No. 3 Class 2, 500 ton lots, delivered Birmingham (2) (3)	£ per ton	22·05	22·05	22·05	22·80	22·53
Brass ingot 65/35, B.S. 1400 – B.3 delivered	£ per ton	162·06	208·47	240·66	316·35	268·64
Textiles:						
Rayon staple fibre, viscose, 1½ den., 17/16 in. bright, delivered	d. per lb.	22·75	23·45	23·46	22·00	22·00
Rayon continuous filament viscose, 150/27 – 36 den. on cones. Delivered buyer	d. per lb.	66·00	68·50	69·00	§69·00	69·50
Cotton – American yarn, 30's mule weft. Spinner's selling price (2)	d. per lb.	47·16	50·66	54·76	56·04	55·79
Linen yarn, 120's line weft. Producer's selling price for bundle of 60,000 yards (2)	s. per bundle	29·18	..	..	..	..

† 1965 price exclusive of duty.

§ Revised figure. .. Not available.

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Specification of Commodity (Shown in Standard Industrial Classification order)	Unit of Sale	1963	1964	1965	1966	1967
Linen yarn, 100's line weft. Producer's selling price for bundle of 60,000 yards (2)	s. per bundle	..	34·00	33·96	35·19	35·58
Light linen; 40 in. linen pillowing. Producer's selling price	d. per yd.	82·33	90·90	93·44	97·00	99·56
Light linen; 24 in. linen canvas. Producer's selling price	d. per yd.	26·09	30·29	29·69	30·34	30·15
RN/1 sail canvas. Producer's selling price	d. per yd.	73·66	78·53	78·12	81·83	81·52
MN/1 sail canvas. Producer's selling price	d. per yd.	65·05	68·03	67·56	70·63	70·09
18 oz. tarpaulin cloth. Producer's selling price	d. per yd.	55·95	58·53	58·12	60·92	59·95
Wool – Tops, colonial oil combed 64's. Average price to home trade (2)	d. per lb.	118·13	118·33	105·74	113·17	107·03
Wool – Tops, colonial oil combed carded 48's. Price to home trade (2)	d. per lb.	83·84	88·94	76·34	83·00	63·50
Wool yarns, worsted weaving 2 – 48's average 64's. Price to home trade (2)	s. per lb.	16·04	15·89	15·20	..	..
Wool yarn, worsted weaving mixture, 2/32's – 60 – 70's mixture and solids. Price to home trade	s. per lb.	..	..	..	18·79	18·45
Wool yarn, hosiery, 2 – 20's, 48's carded, colonial, white. Price to home trade (2)	s. per lb.	9·68	10·32	9·36	9·35	8·35
Hides and skins:						
Ox hides, 77/79 lb., average of 1st clear and 1st warbled maximum and minimum, London and Manchester	d. per lb.	10·75	11·72	13·31	17·25	12·15
Cow hides, 59 lb. and under average of 1st clear and 1st warbled maximum and minimum, London and Manchester (2)	d. per lb.	10·32	11·27	13·66	17·57	11·16
Calfskins, 8 lb. and under, average of 1st and 2nd class maximum and minimum, London and Manchester	d. per lb.	34·67	34·21	49·70	54·04	44·81
Bricks:						
Chrome-magnesite standard basic (refractory) bricks, 2½ in. Delivered consumer's works	£ per 1,000	187·50	187·50	187·50	186·28	186·00
Common bricks, 2½ in. fletton. Delivered site London, south of Thames	s. per 1,000	132·97	135·00	135·00	135·00	137·00
Common bricks, 2½ in. fletton. Delivered London rated stations (2)	s. per 1,000	115·97	118·00	118·00	127·22	129·75
Common bricks, 2½ in. other than fletton. Ex-works, all districts of Scotland	s. per 1,000	133·50	141·50	155·00	155·00	160·00
Stock bricks, common, nominal 2½ in. Ex-works, Kent and Essex	s. per 1,000	127·12	137·25	144·04	146·00	148·25
Glass sheet, 24 oz. ordinary glazing quality. Delivered lots of over 600 ft. super (3)	s. per 200 sq. ft.	131·25	..	..	..	..
	d. per sq. ft.	..	8·08	8·65	8·75	8·81
Cement, ordinary Portland. Delivered at London (Charing Cross) in non-returnable packages, minimum 6 tons loads (3).	s. per ton	118·50	121·00	124·13	124·50	126·17
Paper:						
Esparto art paper – white standard substance. 1 ton lots minimum quantity. Nett cash monthly	d. per lb.	19·51	20·04	20·40	20·38	20·38
M.G. enveloped paper. Card No. 3, sheets and reels. Nett delivered	£ per ton	80·83	84·08	87·08	88·17	89·00
M.G. Kraft, 19 lb. D.C. and above, reels. Price for less than 5 tons and not less than 1 ton. Delivered United Kingdom	£ per ton	88·94	91·25	96·50	..	..
M.G. Pure Kraft reels 39 G.S.M. 5 ton lots. Delivered United Kingdom	£ per ton	..	..	..	§96·50	94·25
Newsprint, machine finished in reels, 14 lb. demy 500's. Delivered publisher in United Kingdom	£ per ton	57·62	56·75	56·75	56·75	57·92*
Rubber tyres and tubes:						
Giant tyre cover, 7·50-20, heavy duty. Dealer's key price	£ each	22·83	22·73	23·42	23·70	24·70
Car tyre cover, 5·00-16, standard. Dealer's key price	£ each	4·89	4·89	..	..	..
Car tyre cover, 5·60-13, standard. Dealer's key price	£ each	..	..	4·70	4·70	4·70
Giant tube, 7·50-20, heavy duty. Dealer's key price	£ each	1·94	1·94	2·00	2·01	2·01
Car tube, 5·00-16, standard. Dealer's key price	s. each	16·17	16·17	..	..	..
Car tube, 5·60-13, standard. Dealer's key price	s. each	..	..	17·00	17·00	17·00

Commodities wholly or partly imported into the United Kingdom

Non-ferrous metals:						
Aluminium virgin ingot, delivered consumer's works (3)	£ per ton	180·98	190·81	196·00	196·00	201·44
Copper, ex-ship, wharf or warehouse, London Metal Exchange price	£ per ton	234·78	352·88	469·88	554·47	417·34
Lead, ex-ship, wharf or warehouse London, excluding duty or premium	£ per ton	63·44	101·25	115·80	95·15	83·76
Nickel, refined, 1 ton and over, delivered consumer's works (2) (3)	£ per ton	642·00	642·00	642·00	649·17	747·25
Tin, ingot, min. 99·75 per cent, ex-ship, wharf or warehouse (2) (3)	£ per ton	910·17	1240·92	1414·13	1296·59	1222·45
Zinc, ex-ship, wharf or warehouse London, excluding duty or premium (2) (3)	£ per ton	76·70	118·12	115·00	101·99	100·43
Oils and resins:						
Linseed oil, crude, naked, ex-works	£ per ton	91·32	102·05	91·98	85·20	91·21*
Palm kernel oil, crude, naked, ex-works (2)	£ per ton	104·58	108·41	129·41	100·62	101·81*
Palm oil, crude, c.i.f., in bulk, Nigerian 5 per cent	£ per ton	79·07	84·76	98·92	83·17	82·98
Shellac, F.O.T.N. pure, ex-wharf	s. per cwt.	190·58	199·34	229·47	240·42	207·96
Rubber, raw, No. 1 R.S.S., one month future. London, average buyers' and sellers' prices (2) (3)	d. per lb.	21·56	20·28	20·80	19·54	16·73
Textiles:						
Cotton – American middling 15/16 in., spot Liverpool (2)	d. per lb.	22·84	22·52	22·46	21·79	21·52
Wool, raw, c.i.f. UK:						
Merino, clean scoured 64's (3)	d. per lb.	106	105	92	100	95
Fine crossbred, dominion, clean scoured 58's (3)	d. per lb.	95	98	84	91	80
Medium and coarse crossbred, dominion, clean scoured 50's (3)	d. per lb.	80	83	71	71	59
Jute, raw, c.i.f. Dundee:						
'Export Firsts'	£ per ton	113·74	122·58	129·93	144·70	..
'Export Hearts'	£ per ton					120·80
'Export Lightnings'	£ per ton	94·87	109·08	118·16	134·80	128·67
East African sisal No. 1 grade, c.i.f. London	£ per ton	145·39	134·05	90·25	81·38	70·04
Ceylon coir fibre mattress. Fair ordinary brown, c.i.f. basis ports	s. per cwt.	33·84	42·75	42·12	41·33	40·09
Indian coir yarn, superior Anjengo, c.i.f.	£ per ton	130·94	124·21	119·58	119·12	120·63
Woodpulp, c.i.f. East Coast, 3 month's payment basis:						
Chemical, sulphite, bleached (2) (3)	£ per ton	51·00	54·50	57·90	54·50	55·01
Chemical, sulphite, easy bleaching (3)	£ per ton	46·92	50·00	52·08	50·00	50·37
Chemical, sulphite, strong (3)	£ per ton	44·92	48·00	50·08	48·00	48·51
Chemical, sulphate, unbleached Kraft (3)	£ per ton	43·50	46·50	47·50	45·50	45·90
Mechanical, unbleached (3)	£ per ton	28·50	28·50	30·50	30·00	30·68

Notes:
(1) Prices in this table may not in all cases be representative. Specifications are stated as fully as possible against each commodity and the prices relate only to these specifications.
(2) Annual average prices for these commodities were published in the Statistical Abstract for the United Kingdom for the inter-war years up to 1938, though the specifications and terms of sale (e.g. delivery) were, in many cases, not strictly comparable.
(3) Annual average prices for these commodities are available for 1946-1953 though in some cases the specifications have changed.
(4) § Revised figure.
(5) .. Not available.

Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 620, Sanctuary Buildings, 20 Great Smith Street, London, E.C.4. Telephone inquiries should be made to 01-222 7877, Ext. 3411 or 3548.

Activity at airports in the UK and Channel Islands—November 1967

PASSENGER traffic at United Kingdom airports in November was 10 per cent more than a year earlier. Corresponding increases in September and October were of similar size and contrast with experience in the second and third quarters when the number of passengers was 1 per cent more than in the same period of 1966. It seems that, after allowing for seasonal factors, air traffic was rising again in the autumn after a fall in the summer. The operating statistics of United Kingdom airlines, reported elsewhere in this issue, give the same impression. At London area airports where the recession was less severe the recovery was quite sharp and in November there were 15 per cent more passengers than a year earlier.

Air transport movements too were rising again in the autumn. In October and November, at all United Kingdom airports, they were about 3 per cent more than a year earlier; in the previous six months they had been less than in the same period of 1966. In the London area there was an increase of 8 per cent in October and November after an increase of 5 per cent in the middle quarters of the year.

The weight of cargo picked up and set down at United Kingdom airports in November was 22 per cent more than in November 1966. This was a larger increase than in October. In the second and third quarters freight traffic had been less than a year earlier. In part this was because cargoes were diverted to the air during and after the Seamen's strike in May and June 1966 but, this apart, there was a reduction in freight business in the summer of 1967 to about the same rate as in the summer of 1965. In the London area, where most international air cargo is handled the recovery has been especially marked.

Detailed figures for November 1967 are given in the table below,

		Aircraft Movements		Passengers Handled (1)			Freight (2) set down and picked up	Mail set down and picked up
		Total	Air Transport	Total	Terminal	Transit	Metric tons	
BOT and other UK aerodromes	1967	80,447	33,531	1,231,073	1,192,294	38,779	42,308·0	3,326·4
	1966	71,956	32,264	1,120,702	1,081,541	39,161	34,687·2	3,314·5
London area aerodromes	1967	23,903	16,890	804,492	792,379	12,113	26,433·3	2,415·1
	1966	20,829	15,282	699,977	689,973	10,004	20,135·1	2,276·5
*London (Heathrow)		16,578	15,191	742,607	730,873	11,734	24,377·2	2,375·8
*London (Gatwick)		4,144	1,668	61,522	61,143	379	1,962·3	39·3
*Stansted		3,072	13	292	292	—	93·8	—
Westland Heliport, London		109	18	71	71	—	—	—
Other UK aerodromes:								
Aberdeen (Dyce)		1,497	283	6,952	6,086	866	35·6	10·7
*Belfast (Aldergrove)		1,893	1,641	53,841	53,841	—	2,357·0	230·4
Benbecula		122	98	1,933	975	958	14·6	2·8
*Birmingham		2,767	763	22,453	22,148	305	449·9	—
*Blackpool		3,041	211	4,266	4,003	263	69·6	—
*Bournemouth (Hurn)		3,067	123	1,121	969	152	21·2	—
*Bristol (Lulsgate)		2,226	399	4,584	3,459	1,125	158·7	—
Brough		1,203	90	874	727	147	2·9	0·1
*Cambridge		4,180	29	165	165	—	60·1	—
*Coventry		1,816	6	154	154	—	—	—
*East Midlands (Castle Donington)		1,354	386	5,274	5,242	32	321·6	—
*Edinburgh (Turnhouse)		5,316	889	37,061	35,960	1,101	254·7	116·6
*Glamorgan (Rhoose)		1,859	345	3,979	2,913	1,066	21·1	—
*Glasgow (Abbotsinch)		2,877	2,246	90,700	89,279	1,421	1,087·2	171·8
Hawarden		557	270	831	454	377	17·0	—
Inverness (Dalcross)		216	188	4,404	3,260	1,144	18·2	—
Islay (Port Ellen)		83	71	957	957	—	7·7	2·7
*Isle of Man (Ronaldsway) (3)		619	434	9,637	8,273	1,364	399·0	18·1
Kirkwall		280	257	4,309	4,134	175	37·6	10·7
*Leeds/Bradford		2,274	473	10,016	9,379	637	197·8	—
*Liverpool		2,650	1,249	25,877	23,616	2,261	1,537·8	95·1
*Luton		2,103	166	6,550	6,513	37	10·3	—
*Lydd		878	764	3,884	3,884	—	1,856·6	—
*Manchester		3,009	1,925	58,509	56,448	2,061	3,066·1	192·0
*Newcastle (Woolsington)		1,442	414	15,873	15,728	145	227·3	—
Penzance Heliport		111	98	1,602	1,602	—	5·9	1·4
*Portsmouth		417	—	—	—	—	—	—
*Prestwick		1,421	732	19,085	11,360	7,725	800·6	28·4
Scilly Isles (St. Mary's)		104	98	1,602	1,602	—	5·9	1·4
*Southampton		796	460	9,876	9,518	358	87·6	—
*Southend		1,499	965	9,259	9,259	—	2,681·7	—
Stornoway		206	86	2,197	2,016	181	11·1	6·2
Sumburgh		77	48	1,274	1,274	—	22·5	14·0
Swansea		2,155	2	10	10	—	—	—
*Tees-side (Middleton)		2,067	152	2,809	2,630	179	21·4	—
Tiree		66	58	271	139	132	0·9	0·3
Wick		296	222	4,392	1,938	2,454	7·5	8·6
Channel Islands aerodromes (4)	1967	..	2,091	43,986	39,222	4,764	1,052·2	..
	1966	..	1,861	38,102	33,689	4,413	1,094·5	..
Alderney		..	106	882	882	—	8·0	..
Guernsey		..	885	14,431	11,632	2,799	382·0	..
Jersey		..	1,100	28,673	26,708	1,965	662·2	..

NOTES:
(1) Revenue and non-revenue passengers on air transport movements only. Each passenger in transit through a reporting aerodrome is counted once only.
(2) Commercial freight set down and picked up on air transport movements only.
(3) Isle of Man (Ronaldsway) figures include diversions to Jurby.
(4) Channel Islands figures are included by courtesy of the CI Airports authorities.
* = UK Customs Airport. .. = Not available. — = Nil or negligible.

Index of Industrial Production—December 1967

THE INDEX of Industrial Production for December 1967, seasonally adjusted, is estimated provisionally at 136 (1958=100) compared with 134 for November. For manufacturing industry alone the figures were 138 and 134 respectively.

For the three months October-December 1967 it is provisionally estimated that production as a whole was 1.1 per cent higher than in the preceding three months, July-September 1967; for manufacturing industries alone there was an increase of 1.0 per cent.*

* Detailed tables will appear in next week's issue of the *Journal*.

Operating and traffic statistics of the United Kingdom airways in November 1967

Scheduled Services

In the late summer and autumn of 1967 the traffic carried by British airlines seems to have been rising again, allowing for seasonal factors, after falling earlier in the year. In November the number of passengers carried was 4 per cent more than a year earlier. In the three months September-November, taken together to reduce the effects or erratic variations, the increase was 7 per cent whilst in the two middle quarters of the year the number of passengers was about the same as in the same period of 1966. Passenger mileage flown in the three months September-November was 10 per cent more than a year earlier. In the second and third quarters the increase was 4 per cent.

During the period in which they were experiencing a check to the growth in their traffic the airlines offered increased capacity and seat miles flown continued to grow at a rate of about 9 per cent a year. In the three months September-November the seat miles flown were 11 per cent more than a year earlier. In consequence passenger load factors have been considerably lower in 1967 than they were in 1966.

The weight of cargo in the three months September-November was about the same as in the same months of 1966 and 8 per cent more than in the same period of 1965. In the middle of 1967 air freight business had been less than a year earlier and about the same as in the middle of 1965.

Non-Scheduled Services

Air charter business for United Kingdom airlines remained sluggish last autumn. In the three months September-November the ton-miles flown were 3 per cent more than a year earlier. In the third quarter the increase was 6 per cent but in the first half of the year capacity sold was less than in the first half of 1966. The average rate of growth of non-scheduled services in recent years has been about 20 per cent.

	Total		BOAC		BEA		Private Companies	
	Nov. 1967 (1)	Per cent change on Nov. 1966	Nov. 1967 (1)	Per cent change on Nov. 1966	Nov. 1967	Per cent change on Nov. 1966	Nov. 1967	Per cent change on Nov. 1966
Scheduled services:								
Aircraft miles flown ('000)	10,297	+ 7·8	5,233	+ 11·0	3,544	+ 6·9	1,520	— 0·3
Passengers carried (No.)	633,497	+ 3·8	91,876	+ 1·0	427,810	+ 4·6	113,811	+ 3·1
Passenger miles ('000)	507,085	+ 9·7	320,879	+10·9	149,196	+ 7·3	37,010	+ 9·8
Available seat miles ('000)	994,098	+10·9	619,806	+13·0	283,167	+ 9·0	91,125	+ 3·1
Passenger load factor %	51·0	51·6 (2)	51·8	52·8 (2)	52·7	53·5 (2)	40·6	38·1 (2)
Freight carried (short tons)	23,428	+ 9·6	3,981	+ 9·2	10,778	+20·4	8,669	— 1·2
Mail carried (short tons)	1,934	— 7·1	568	— 8·8	1,284	— 7·2	82	+ 7·9
Load short tons miles ('000)	76,597	+10·7	52,179	+11·7	18,380	+ 9·1	6,038	+ 6·5
Capacity short ton miles ('000)	147,588	+10·4	101,215	+12·9	33,572	+ 5·8	12,801	+ 3·6
Overall load factor %	51·9	51·8 (2)	51·6	52·1 (2)	54·7	53·1 (2)	47·2	45·9 (2)
Non-scheduled Services:								
Aircraft miles flown ('000)	2,583	+ 9·7	186	—	156	—20·8	2,241	+13·6
Capacity short ton miles ('000)	27,720	+ 6·0	2,488	— 9·1	1,617	—14·6	23,615	+ 9·2
Passengers carried (No.)	67,223	..	— (3)	..	2,654	..	64,569	..

(1) October 29-November 25, 1967. (2) 1966 actual load factors. (3) Excludes passengers carried by BOAC for foreign operators.

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Shipping movement at United Kingdom ports

Foreign and coastal trade movements during September 1967

THE TOTAL net tonnage of vessels in the foreign trade which entered and cleared United Kingdom Ports with cargo during September 1967, amounted to 16,154 thousand net tons. This represents an overall increase of 5.9 per cent over the same month of 1966 but clearances declined by 1.3 per cent, Commonwealth vessels accounted for 7,604 thousand n.r.t.

The net tonnage of vessels entering and clearing with cargo during the first nine months showed an increase of 13,714 n.r.t. over the corresponding period of 1966. Commonwealth vessels accounted for 9,558 n.r.t. and foreign vessels 4,156 n.r.t.

In the coasting trade the total net tonnage of vessels arriving and departing with cargo during September 1967 showed a decrease of 7.2 per cent compared with the same month of 1966.

Note: Net registered tons (n.r.t.)

The net registered tonnage is the measure of the size of a vessel and is normally used in the assessment of light, port and dock dues in the United Kingdom. It is obtained by deducting from the gross register tonnage an allowance for the area occupied by machinery, bunkers, water ballast and crew space.

Definitions:

(1) The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or vice versa, or from one port to another in the United Kingdom, so long as the vessel has on board cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having on board cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast includes foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

(2) Cargo figures relate to vessels which load or unload merchandise, bullion, specie or mail, except those loading or unloading only Government stores, bunkers or ship's stores.

(3) Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ship's stores or passengers.

(4) Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each port.

Table 1

		Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign
			Thousand Net Tons					Thousand Net Tons			
			Entered					Cleared			
With cargo:	Month of September, 1966	5,619	9,548	3,808	2,44	5,496	4,711	5,713	2,708	149	2,857
	Month of September, 1967	6,147	10,514	4,348	181	5,985	4,792	5,640	2,934	141	2,565
	Nine months ending September, 1966	48,341	81,638	30,385	1,739	49,514	38,961	43,774	19,406	1,373	22,994
	Nine months ending September, 1967	54,452	90,108	35,317	1,894	52,897	41,900	49,018	23,943	1,308	23,767
In ballast:	Month of September, 1966	2,096	3,248	1,651	55	1,541	3,224	7,189	2,847	130	4,213
	Month of September, 1967	1,582	2,114	994	56	1,064	3,136	7,235	2,498	161	4,576
	Nine months ending September, 1966	14,747	21,462	9,411	387	11,664	25,464	62,071	21,288	1,019	39,763
	Nine months ending September, 1967	14,142	20,634	9,489	353	10,792	26,939	62,034	20,948	918	40,168

(1) Includes Irish Republic and South Africa.

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The Secretaries,
Association of British Mining Equipment Exporters ("ABMEX"),
301 Glossop Road, SHEFFIELD 10

Table 2. Foreign trade entrances and clearances with cargo

	Entered				Cleared			
	September		Nine months Ended September		September		Nine months ended September	
	1966	1967	1966	1967	1966	1967	1966	1967
Nationality of vessels	Number of Vessels							
United Kingdom	1,751	1,995	13,286	16,326	1,591	1,700	11,287	13,741
Other Commonwealth	139	135	1,235	1,334	157	118	1,401	1,208
Foreign	3,729	4,017	33,820	36,792	4,711	2,974	26,273	26,951
Total	5,619	6,147	48,341	54,452	6,459	4,792	38,961	41,900
Commonwealth (1)	Thousand net tons							
Registered in United Kingdom	3,808	4,348	30,386	35,317	2,708	2,934	19,406	23,943
Registered in Canada	—	—	7	4	—	—	14	3
Registered in other countries	244	181	1,732	1,890	149	141	1,359	1,305
Soviet	96	83	705	900	17	17	321	190
Finnish	48	96	622	719	26	30	292	311
Swedish	447	503	3,547	4,281	221	265	1,576	2,148
Norwegian	1,147	1,222	11,122	11,196	633	487	4,531	4,341
Danish	275	231	2,599	2,536	202	189	1,574	1,799
Polish	46	27	209	232	13	11	98	101
German (Federal Republic)	433	492	3,607	4,280	239	254	2,158	2,363
Dutch	710	651	5,972	5,736	432	378	4,043	3,669
Belgian	189	184	1,888	2,007	172	157	1,530	1,690
French	426	420	3,855	3,378	312	258	2,396	2,079
Spanish	37	36	467	448	40	41	460	474
Italian	139	182	1,342	1,353	14	11	137	193
Yugoslav	16	23	94	204	16	5	67	76
Greek	153	150	1,523	1,708	89	33	653	571
United States of America	257	234	1,883	2,061	174	178	1,492	1,647
Panamanian	100	174	1,312	1,686	44	39	264	301
Liberian	798	952	6,971	8,018	84	77	474	641
Other	178	324	1,796	2,153	129	134	928	1,170
Total Foreign	5,496	5,985	49,514	52,897	2,856	2,564	22,994	23,767
TOTAL	9,548	10,514	81,638	90,108	5,713	5,640	43,774	49,018
Trading areas:								
Irish Republic	565	556	3,631	4,245	547	540	3,868	4,226
Northern Europe (Foreign)	2,425	2,633	19,754	23,128	1,984	1,917	16,104	18,247
Europe (Atlantic) and Western Mediterranean Countries	1,160	1,676	9,507	11,985	863	1,270	6,487	8,557
Central and Eastern Mediterranean Countries	906	527	9,681	7,191	155	160	1,290	1,456
West and South Africa	652	414	5,875	5,726	294	197	2,072	2,045
East Africa, Persian Gulf, India	1,257	1,962	11,109	14,240	194	187	1,783	1,759
Eastern Asia and Islands in the Pacific	243	202	1,992	2,175	200	222	1,684	2,075
Australasia	302	226	2,845	2,533	220	183	1,438	1,404
North America (Atlantic Coast)	1,265	1,376	9,422	9,952	986	712	6,612	6,500
West Indies and Central America (Atlantic Coast)	565	673	5,758	6,833	177	165	1,478	1,727
South America (Atlantic Coast)	164	176	1,384	999	65	64	596	491
South and Central America (Pacific Coast)	10	31	182	211	21	8	133	164
North America (Pacific Coast)	19	57	402	825	5	12	224	353
Other areas	15	5	96	64	2	2	6	13
Total Commonwealth Countries (1)	2,763	1,986	23,499	22,510	1,499	1,298	11,203	11,209
Total Foreign Countries	6,785	8,528	58,138	67,598	4,214	4,342	32,570	37,809
TOTAL	9,548	10,514	81,638	90,108	5,713	5,640	43,774	49,018

Table 3. Foreign trade arrivals and departures at principal ports, January-September

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1966	1967		1966	1967		1966	1967		1966	1967	
	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels
Blyth	13	12	35	27	48	80	16	37	66	28	53	83
Bristol	2,958	2,828	1,329	3,037	2,893	1,374	388	399	419	3,079	2,785	1,205
Cardiff	1,044	1,181	569	1,384	1,375	696	375	466	275	1,471	1,278	624
Dover	3,038	5,103	3,864	7,892	9,360	7,509	2,822	5,007	3,566	7,754	9,184	7,353
Falmouth (inc. Truro)	54	29	24	1,076	719	210	42	30	33	1,549	1,058	243
Folkestone	585	421	323	968	980	698	457	524	388	864	966	687
Grimsby (inc. Immingham)	2,472	2,610	2,421	2,784	2,882	2,631	956	1,020	877	2,613	3,029	2,709
Harwich	3,792	4,916	3,591	4,033	5,164	3,794	3,892	4,801	3,450	4,080	5,072	3,708
Holyhead	1,187	1,591	1,035	1,291	1,670	1,071	1,203	1,581	1,036	1,294	1,663	1,087
Hull	3,525	3,990	3,333	3,755	4,289	3,615	1,612	2,106	2,244	3,752	4,127	3,588
Lancaster	222	209	32	235	217	61	45	14	26	194	291	67
Liverpool	10,976	10,822	4,209	12,737	12,624	4,840	5,100	4,958	2,817	13,117	12,512	4,588
London	21,441	23,117	11,148	27,116	28,186	13,247	10,627	10,645	7,643	26,603	26,910	13,500
Manchester (inc. Runcorn)	4,297	4,433	2,173	4,509	4,662	2,457	1,281	1,318	1,538	4,008	4,065	2,470
Middlesbrough	2,233	2,682	1,214	2,856	3,436	1,639	1,372	1,513	1,099	3,166	3,488	1,726
Milford Haven	5,171	5,651	410	5,753	6,443	754	752	1,029	272	5,675	6,226	643
Newhaven	675	762	817	726	771	835	660	757	816	697	767	839
Newport (Mon.)	1,061	970	532	1,424	1,417	769	690	764	712	1,583	1,508	895
Plymouth	246	251	408	329	390	680	309	150	354	524	363	666
Southampton	12,137	13,282	2,647	15,052	15,952	3,272	5,834	6,501	2,225	15,308	16,290	3,253
Swansea	438	523	316	1,410	1,475	912	1,350	1,433	1,019	1,694	1,778	1,129
Tyne Ports	1,873	1,920	1,452	2,611	2,698	1,843	1,267	1,200	823	3,084	3,052	1,803
Glasgow	3,911	3,716	1,114	4,443	4,248	1,286	1,884	1,795	721	4,604	4,680	1,356
Grangemouth	943	1,095	966	1,271	1,501	1,161	989	1,005	795	1,457	1,410	1,109
Greenock	237	280	66	1,760	955	171	69	204	40	1,700	902	142
Leith	616	637	884	707	712	927	228	238	515	631	807	828
Belfast	1,522	1,505	917	1,692	1,621	1,038	326	267	355	1,283	1,669	880
Other Ports	6,891	7,456	14,133	8,713	9,374	18,073	3,756	4,545	10,615	8,389	9,262	18,312
TOTAL	93,557	101,993	59,962	119,590	126,061	75,643	48,308	54,310	44,739	120,251	125,198	75,493

(Continued on page 611)

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Table 4. Coasting trade arrivals and departures at principal ports, January-September

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1966	1967		1966	1967		1966	1967		1966	1967	
	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels
Blyth	5	4	25	1,088	879	1,260	1,081	879	1,226	1,094	897	1,258
Bristol	1,086	1,117	749	1,612	1,506	2,673	613	472	1,598	1,644	1,566	2,907
Cardiff	449	384	484	1,045	808	1,683	260	152	520	957	777	1,711
Cowes	1,616	1,733	8,209	3,389	3,780	17,222	1,514	1,654	7,573	3,707	3,769	17,185
Falmouth	135	99	163	769	747	559	92	86	295	230	368	524
Hartlepool	46	44	120	307	395	573	246	316	383	337	382	507
Hull	827	763	325	1,414	1,182	972	642	417	486	1,296	1,211	985
Immingham	607	536	135	1,384	1,355	726	1,019	750	522	1,475	1,186	691
Lancaster	937	1,090	749	1,099	1,239	1,138	1,077	985	1,038	1,262	1,148	1,084
Liverpool	2,164	2,013	2,204	3,119	2,863	3,259	1,978	2,060	2,373	3,268	3,386	3,462
London	5,200	5,009	3,872	6,818	6,872	6,432	2,047	1,882	2,203	7,474	6,990	6,045
Manchester	949	885	534	1,327	1,224	1,372	617	588	790	1,269	1,273	1,379
Middlesbrough	365	306	283	1,007	993	1,118	278	284	576	739	731	981
Milford Haven	234	303	75	2,866	2,416	1,247	2,975	2,731	1,328	3,180	2,859	1,393
Newport (Mon.)	308	240	1,023	493	400	1,202	11	10	29	343	272	1,080
Portsmouth	296	307	1,411	2,496	2,503	10,683	62	62	665	2,445	2,465	10,605
Preston	813	811	1,626	890	887	1,806	772	787	1,545	929	931	1,884
Southampton	2,429	2,514	8,505	4,430	4,844	10,609	3,851	4,323	9,017	4,405	4,894	10,692
Sunderland	139	142	168	1,079	1,073	1,219	864	847	944	1,019	992	1,163
Swansea	138	177	302	1,291	1,434	2,964	866	854	2,281	998	1,105	2,713
Tyne Ports	544	457	123	2,397	2,442	1,637	1,123	1,210	1,196	1,998	2,163	1,736
Glasgow	946	1,098	861	1,510	1,703	1,315	602	606	714	1,380	1,218	1,216
Belfast	4,548	5,005	5,739	4,777	5,329	6,288	3,726	4,510	4,671	4,810	5,578	6,501
Other Ports	9,514	10,896	22,783	13,550	14,960	35,181	6,660	7,840	14,266	13,258	14,573	34,790
TOTAL	34,296	35,932	60,468	60,157	61,834	113,138	32,977	34,305	56,239	59,519	60,735	112,492

Table 5. Shipping movement in the coasting trade at United Kingdom ports

Coasting Trade – Great Britain		Arrived				Departed			
		No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons
With cargo:	Month of September, 1966	6,284	3,601	2,787	814	6,064	3,562	2,742	821
	Month of September, 1967	6,320	3,378	2,885	493	6,033	3,268	2,727	541
	Nine months ending September, 1966	51,226	29,165	21,909	7,256	49,048	28,985	21,393	7,592
	Nine months ending September, 1967	53,295	30,336	24,523	5,813	50,743	29,535	23,484	6,051
In ballast:	Month of September, 1966	6,289	3,079	2,439	641	6,287	2,965	2,424	541
	Month of September, 1967	5,931	2,852	2,348	504	6,118	2,768	2,320	448
	Nine months ending September, 1966	50,367	25,591	19,561	6,030	52,972	25,120	19,812	5,308
	Nine months ending September, 1967	51,989	25,545	20,110	5,435	53,598	25,013	20,118	4,895
Coasting Trade – United Kingdom									
With cargo:	Month of September, 1966	7,167	4,243	3,335	908	6,705	4,087	3,182	906
	Month of September, 1967	7,114	3,962	3,355	607	6,656	3,770	3,136	634
	Nine months ending September, 1966	58,471	34,296	26,138	8,158	54,094	32,977	24,689	8,288
	Nine months ending September, 1967	60,468	35,932	29,150	6,782	56,239	34,305	27,365	6,940
In ballast:	Month of September, 1966	6,350	3,139	2,463	677	6,611	3,114	2,552	562
	Month of September, 1967	6,012	2,889	2,382	507	6,389	2,911	2,438	473
	Nine months ending September, 1966	50,925	25,861	19,730	6,132	55,993	26,542	20,943	5,599
	Nine months ending September, 1967	52,670	25,902	20,421	5,481	56,253	26,431	21,275	5,156

(a) Commonwealth and Irish Republic.

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HMSO

Metal working machine tools, deliveries and orders in December

THE Ministry of Technology provisionally estimate that in December 1967 total deliveries of machine tools amounted to almost £15 million and net new orders to just under £11 million. Orders on hand fell by £4 million and at the end of the year amounted to £87 million, the lowest figure since 1964 and 14 per cent below the level at the end of 1966. For the year 1967 as a whole, it is provisionally estimated that deliveries were 6 per cent higher than in 1966 and net new orders 1 per cent lower.

Deliveries continued to improve throughout the year, resuming the long-term upward trend evident since the end of 1963 after falling back in the latter part of 1966, but their rate of increase has now slackened off again. Nevertheless, 1967 was a record year, even allowing for price increases, and the volume in the last quarter of the year the highest ever both for total deliveries and for home deliveries. For total new orders the very disappointing start to the year precluded any hope that the total for 1967 would be up to 1966 and although the first quarter turned out to be the lowest, throughout 1967 orders were at a much lower rate than in the record year of 1965 and this was especially true of home orders.

Home market

Deliveries to the home market in December were just under £10 million seasonally adjusted, the same as in November and appear to have flattened off, reflecting the fall in the outstanding order book. Net new orders, at under £8½ million fell back after improving in the two previous months, but the total for the last quarter of the year was still nearly 30 per cent above the previous quarter. Even so, orders continued well below deliveries so that orders on hand, which fell by a further £2½ million in December to only £47 million, were a third lower at the end of the year compared with a year earlier and equivalent to less than 5 months work.

Export market

Deliveries for export in December rose to nearly £4 million seasonally adjusted, but they have recently been subject to wide fluctuations and the total for the last quarter of the year was 10 per cent below the previous quarter's total. Net new orders, at just over £3 million seasonally adjusted, were slightly higher than in November, but in general – excluding the large orders from Russia not yet reflected in deliveries – have remained at much the same

Table 1. Metal working machine tools orders and deliveries: recorded figures

£ million

	Deliveries			Orders outstanding (end of period)			Net new orders (1)		
	Total	For Export	Home	Total	For Export	Home	Total	For Export	Home
1962	127·2	35·5	91·7	88·3	34·7	53·6	98·5	38·1	60·4
1963	114·2	39·2	75·0	69·0	29·2	39·8	94·9	33·7	61·2
1964	121·7	37·8	83·9	86·6	29·5	57·1	139·3	38·2	101·1
1965 (2)	141·3	40·7	100·6	104·2	28·9	75·3	157·7	39·6	118·1
1966	149·1	35·8	113·3	100·6	29·5	71·1	145·5	36·4	109·1
1967 (3)*	158·2	44·5	113·7	86·9	39·7	47·2	143·5	54·5	89·0
1966 1st quarter	37·9	9·1	28·8	104·9	28·3	76·6	38·6	8·5	30·1
2nd quarter	35·6	7·9	27·7	107·7	30·0	77·7	38·3	9·6	28·7
3rd quarter	37·4	9·4	28·0	105·4	30·3	75·1	35·2	9·7	25·5
4th quarter	38·2	9·4	28·8	100·6	29·5	71·1	33·4	8·6	24·8
1967 1st quarter (3)	40·8	12·2	28·6	91·0	28·6	62·4	30·3	11·0	19·3
2nd quarter	37·3	10·7	26·6	94·9	34·3	60·6	41·1	16·4	24·7
3rd quarter*	38·1	10·9	27·2	93·7	41·2	52·5	36·9	17·8	19·1
4th quarter*	42·0	10·7	31·3	86·9	39·7	47·2	35·2	9·2	26·0
1966 January	10·9	2·5	8·4	106·5	29·5	77·0	13·2	3·1	10·1
February	11·6	3·0	8·6	104·1	28·3	75·8	9·1	1·8	7·3
March	15·4	3·6	11·8	104·9	28·3	76·6	16·3	3·6	12·7
April	10·5	2·2	8·3	107·5	29·6	77·9	13·1	3·6	9·5
May	12·0	2·8	9·2	107·3	30·2	77·1	11·8	3·4	8·4
June	13·1	2·9	10·2	107·7	30·0	77·7	13·4	2·6	10·8
July	11·3	2·6	8·7	110·8	30·9	79·9	14·4	3·5	10·9
August	11·2	3·1	8·1	108·8	30·9	77·9	9·2	3·1	6·1
September	14·9	3·7	11·2	105·4	30·3	75·1	11·6	3·1	8·5
October	12·3	3·4	8·9	103·9	30·2	73·7	10·8	3·3	7·5
November	12·8	3·1	9·7	103·1	29·9	73·2	12·1	2·9	9·2
December	13·1	2·9	10·2	100·6	29·5	71·1	10·5	2·4	8·1
1967 January (3)	12·9	3·4	9·5	98·5	30·1	68·4	9·9	3·8	6·1
February	12·1	4·0	8·1	95·1	28·7	66·4	8·7	2·5	6·2
March	15·8	4·8	11·0	91·0	28·6	62·4	11·7	4·7	7·0
April	10·6	3·3	7·3	90·9	27·9	63·0	10·6	2·7	7·9
May	14·2	4·2	10·0	93·1	30·4	62·7	16·3	6·6	9·7
June	12·5	3·2	9·3	94·9	34·3	60·6	14·2	7·1	7·1
July*	11·6	3·2	8·4	94·2	34·9	59·3	10·9	3·8	7·1
August*	12·1	3·9	8·2	92·6	34·2	58·4	10·6	3·2	7·4
September*	14·4	3·8	10·6	93·7	41·2	52·5	15·4	10·8	4·6
October*	13·5	3·2	10·3	92·2	42·0	50·2	11·9	3·9	8·0
November*	13·6	3·3	10·3	91·1	41·3	49·8	12·4	2·6	9·8
December*	14·9	4·2	10·7	86·9	39·7	47·2	10·8	2·7	8·1
January-December 1967*	158·2			86·9	39·7	47·2	143·5		
January-December 1966	149·1			100·6	29·5	71·1	145·5		
Percentage change (3)	+6			—14	+35	—34	—1		

*Provisional.

(1) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding.)

(2) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.

(3) As from January 1, 1967, more complete information is being collected about the division of deliveries between home and export. The figures for home and export deliveries and net new orders before and after this date are not therefore strictly comparable. The figures for total deliveries, total net new orders, and home and export orders on hand are unaffected.

level as deliveries throughout the year. Thus although orders on hand stand at just under £40 million, some 35 per cent higher than at the end of 1966 and equivalent to 11 months work, they have risen only as a result of these exceptional orders received during the summer.

The current monthly figures in the tables below are based on returns made to the Ministry of Technology by firms accounting for about 65 per cent of deliveries and include estimates for the remainder of the industry. These monthly estimates are revised in the light of more complete information obtained from the quarterly inquiry covering metal working machine tools.

Table 2. Metal working machine tools orders and deliveries seasonally adjusted

£ million

	Deliveries			Orders outstanding (end of period)			Net new orders (1)		
	Total	For Export	Home	Total	For Export	Home	Total	For Export	Home
1962	127·2	35·5	91·7	88·9	34·4	54·5	98·1	37·9	60·2
1963	114·2	39·2	75·0	69·7	29·0	40·7	95·0	33·8	61·2
1964	121·7	37·8	83·9	87·8	29·5	58·3	139·8	38·3	101·5
1965 (2)	141·3	40·7	100·6	105·8	28·8	77·0	159·3	40·0	119·3
1966	149·1	35·8	113·3	102·2	29·4	72·8	145·5	36·4	109·1
1967* (3)	158·4	44·6	113·8	88·8	38·9	49·9	143·9	53·7	90·2
1966 1st quarter	35·1	8·1	27·0	106·9	29·1	77·8	36·3	8·5	27·8
2nd quarter	37·2	8·4	28·8	108·0	29·7	78·3	38·2	8·9	29·3
3rd quarter	39·4	9·9	29·5	104·8	29·4	75·4	36·1	9·6	26·5
4th quarter	37·4	9·4	28·0	102·2	29·4	72·8	34·9	9·4	25·5
1967 1st quarter (3)	38·0	11·0	27·0	94·1	29·7	64·4	28·8	11·0	17·8
2nd quarter	39·1	11·5	27·6	95·5	33·4	62·1	40·5	15·2	25·3
3rd quarter*	40·3	11·6	28·7	93·4	39·5	53·9	38·1	17·6	20·5
4th quarter*	41·0	10·5	30·5	88·8	38·9	49·9	36·5	9·9	26·6
1966 January	11·1	2·4	8·7	106·8	29·4	77·4	12·2	3·0	9·2
February	11·2	2·7	8·5	105·2	28·9	76·3	9·6	2·3	7·3
March	12·8	3·0	9·8	106·9	29·1	77·8	14·5	3·2	11·3
April	11·7	2·7	9·0	108·4	29·8	78·6	13·1	3·4	9·7
May	12·2	2·9	9·3	108·1	29·9	78·2	11·9	2·9	9·0
June	13·3	2·8	10·5	108·0	29·7	78·3	13·2	2·6	10·6
July	12·4	3·0	9·4	108·0	30·0	78·0	12·4	3·4	9·0
August	13·3	3·5	9·8	105·7	29·7	76·0	11·0	3·2	7·8
September	13·7	3·4	10·3	104·8	29·4	75·4	12·7	3·0	9·7
October	13·0	3·5	9·5	103·2	29·1	74·1	11·4	3·2	8·2
November	12·5	3·3	9·2	102·9	29·1	73·8	12·2	3·2	9·0
December	11·9	2·6	9·3	102·2	29·4	72·8	11·3	3·0	8·3
1967 January (3)	13·2	3·3	9·9	99·1	30·0	69·1	9·1	3·6	5·5
February	11·7	3·6	8·1	96·8	29·6	67·2	9·3	3·2	6·1
March	13·1	4·1	9·0	94·1	29·7	64·4	10·4	4·2	6·2
April	12·0	4·0	8·0	92·6	28·2	64·4	10·5	2·5	8·0
May	14·4	4·3	10·1	94·2	29·6	64·6	16·0	5·7	10·3
June	12·7	3·2	9·5	95·5	33·4	62·1	14·0	7·0	7·0
July*	12·8	3·7	9·1	92·2	33·4	58·8	9·4	3·6	5·8
August*	14·3	4·4	9·9	90·6	32·2	58·4	12·8	3·3	9·5
September*	13·2	3·5	9·7	93·4	39·5	53·9	15·9	10·7	5·2
October*	14·2	3·3	10·9	91·8	40·0	51·8	12·6	3·8	8·8
November*	13·2	3·4	9·8	91·0	39·5	51·5	12·4	2·9	9·5
December*	13·6	3·8	9·8	88·8	38·9	49·9	11·5	3·2	8·3
Average of the latest 3 months*	13·7	3·5	10·2	88·8	38·9	49·9	12·2	3·3	8·9
Average of the previous 3 months*	13·4	3·9	9·5	93·4	39·5	53·9	12·7	5·9	6·8
Percentage change	+2	—10	+6	—5	—1	—7	—4	—44	+29

*Provisional.

(1) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding.)

(2) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.

(3) As from January 1, 1967, more complete information is being collected about the division of deliveries between home and export. The figures for home and export deliveries and net new orders before and after this date are not therefore strictly comparable, the figures for the total deliveries, total net new orders, and home and export orders on hand are unaffected.

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HMSO

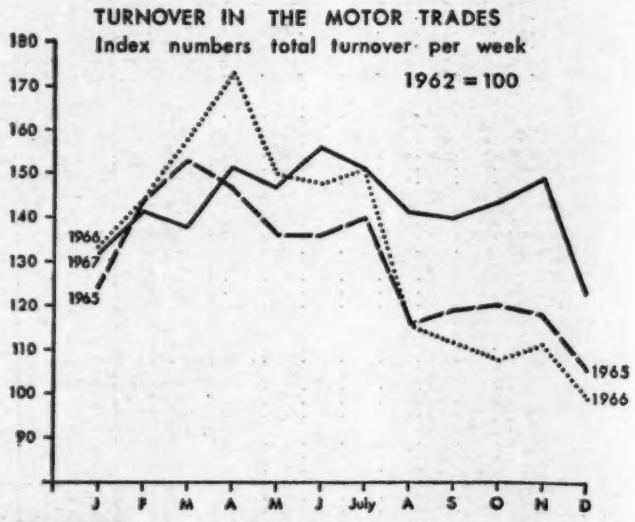
Turnover of the motor trades in December

THE TOTAL turnover of the motor trades in December was 24 per cent higher than in December 1966. This was a slightly smaller increase than for October and November but, as in every month since June 1967 motor trade business continued to be at a record level. The year began with a fall in turnover of 6 per cent in the first quarter compared with 1966 and ended with a rise of 30 per cent in the final quarter. The total turnover for the year was 7 per cent greater than in 1966.

Sales of new vehicles in December were 66 per cent higher than in December 1966, an increase a little smaller than those recorded for October and November. For used vehicles the increase on a year earlier was reduced in December to 17 per cent compared with increases of around 50 per cent in the months from August to November. In each case, though more so for new vehicles than for used vehicles, the year ended with sales at record levels. In the latter half of 1966 sales were depressed following the July measures and business continued to show decreases on a year earlier in the early months of 1967. The easing of the hire purchase restrictions in June and in August and the introduction of the new index letter in the registration mark for new vehicles in August resulted in large increases in sales in the second half of the year. The tightening of the hire purchase restrictions in November appears to have affected new vehicle business in December to a lesser extent than used vehicle business but other factors in the demand for cars may also have been important.

For the year as a whole sales of new vehicles were 7 per cent higher than in 1966, an increase which brought the value of sales (in money terms) back to the record level of 1964. For used vehicles, there was virtually no reduction in sales in 1965 and 1966 following the record year of 1964 and the increase of 12 per cent in 1967 raised sales well above the 1964 level.

Sales of petrol, oil, accessories, etc., and receipts from servicing and repairs were 6 per cent higher than in December 1966, an increase in line with those for recent months and somewhat higher than the increases recorded in the summer of 1967.



Index numbers of turnover per week and percentage changes on a year earlier (a)

1962 = 100

Kind of business (Turnover in 1962 £ million)	Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Total turnover	1963	112	105	125	113	104	89	101	121	124	132	120	124	110	107	112	112	92
(£2,979 million)	1964	127	128	141	125	114	116	132	134	147	138	139	134	120	122	118	127	100
	1965	130	141	140	125	114	124	144	153	147	136	136	140	116	119	120	119	105
	1966	133	146	157	125	106	133	144	158	173	150	149	151	116	112	108	111	99
	1967	143(b)	137	152	144	137	132	141	138	151	147	156	153	142	140	144	149	123
	1966	+3	+3	+12	Nil	−7	+7	Nil	+3	+17	+10	+10	+8	Nil	−6	−10	−7	−5
	1967	+7(c)	−6	−3	+15	+30	−1	−2	−13	−12	−2	+4	+1	+22	+25	+33	+34	+24
Analysis of turnover:																		
Sales of new motor vehicles	1963	119	116	142	114	106	96	111	136	145	153	130	132	104	107	118	115	89
(£1,119 million)	1964	143	154	167	132	118	136	158	166	185	157	160	148	122	128	123	142	95
	1965	138	172	151	122	109	144	176	192	165	142	147	149	105	113	116	117	96
	1966	136	173	178	112	80	155	166	192	227	160	154	163	92	87	82	88	72
	1967	145(b)	145	159	139	138	139	150	145	161	156	161	151	136	133	143	156	120
	1966	−2	Nil	+18	−8	−26	+7	−6	Nil	+38	+12	+4	+9	−12	−23	−29	−25	−24
	1967	+7(c)	−16	−10	+24	+72	−10	−10	−25	−29	−2	+5	−7	+47	+53	+74	+77	+66
Sales of secondhand motor vehicles	1963	108	103	127	111	93	72	97	132	127	137	119	124	111	100	103	104	75
(£568 million)	1964	120	124	142	118	96	104	135	132	145	146	136	130	114	113	105	111	75
	1965	119	132	142	110	93	107	138	148	162	142	126	127	104	102	105	98	79
	1966	119	135	153	103	85	111	138	151	158	154	148	129	94	91	89	92	76
	1967	133(b)	124	150	141	117	105	134	133	148	143	158	148	138	139	135	135	89
	1966	Nil	+2	+8	−6	−8	+4	Nil	+2	−3	+9	+17	+1	−10	−10	−16	−6	−3
	1967	+12(c)	−8	−2	+37	+38	−6	−3	−12	−6	−7	+7	+15	+47	+54	+52	+47	+17
All other sales and receipts	1963	107	96	110	113	108	90	95	103	106	112	112	117	114	110	111	112	103
(£1,292 million)	1964	116	106	118	122	118	104	109	106	114	118	122	124	121	121	119	120	115
	1965	127	118	129	133	128	115	119	121	126	129	131	137	130	132	131	131	124
	1966	138	128	140	146	137	124	126	132	133	141	146	151	146	143	139	140	133
	1967	144(b)	136	146	150	146	138	137	134	144	141	151	156	149	145	148	149	141
	1966	+8	+8	+9	+10	+7	+8	+6	+9	+5	+9	+11	+10	+12	+8	+6	+7	+7
	1967	+5(c)	+6	+4	+2	+6	+11	+8	+2	+9	Nil	+3	+4	+2	+2	+6	+6	+6

(a) The periods covered by the index numbers consist of either four or five weeks each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by December 1967 turnover was the five weeks from November 26, 1967, to December 30, 1967; the corresponding period in 1966 was from November 27, 1966, to December 31, 1966.
(b) Index numbers for period January to December 1967.
(c) Percentage change for periods January to December 1967 compared with corresponding period of 1966.

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United Kingdom Trade in January

An abbreviated version of this article appeared in last week's 'Journal'

Summary

EXPORTS showed a further substantial increase in January. The total recorded for the month, at £499 million seasonally adjusted, owes much to the continued making good of arrears from the dock strikes. It is also likely to reflect the beginning of increases in the sterling prices of exports following devaluation. There are indications of substantial growth in deliveries to the EEC countries and to North America.

Imports have been at a high rate in the last three months. After the sharp rise in value in November and December however there was only a small further increase in January. The higher level in recent months has been attributable partly to higher prices (see below) and partly to greater volume. The effect of devaluation on the volume of imports is unlikely as yet to have been significant.

Table 1A. United Kingdom trade

Seasonally adjusted values (see Note 4) — £ million per month

	Exports f.o.b.	Imports c.i.f. Total	Imports c.i.f. excluding US military aircraft etc.	Re-exports f.o.b.	Visible trade balance†
1966	421	496		16	— 9
1967	419	537	533	13	— 47*
1966 1st quarter	412	508		16	— 24
2nd quarter	397	492		16	— 34
3rd quarter	428	513		15	— 20
4th quarter	446	470	469	17	+ 41
1967 1st quarter	451	526	525	16	— 9‡
2nd quarter	428	530	525	15	— 39‡
3rd quarter	420	519	515	16	— 27‡
4th quarter	376	571	566	15	—112*‡
August	421	523	519	15	— 28‡
September	408	538	534	16	— 53‡
October	339	524	519	15	—110*‡
November	340	579	574	14	—156*‡
December	449‡	611‡	605‡	16	— 70*‡
1968 January*	499	620	616	18	— 31*
1967 August-October	389	528	524	15	— 64*‡
Nov. 1967-Jan. 1968*	429	603	598	16	— 86*

†Excluding transactions relating to US military aircraft financed by Exim bank credit (see Note 2 (b)).
*Provisional estimates.
‡Revised estimates.

Table 1B

Recorded values. — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1966 1st quarter	422·2	514·9	16·9
2nd quarter	399·4	498·0	16·3
3rd quarter	400·9	499·7	14·1
4th quarter	439·8‡	469·6‡	17·4‡
1967 1st quarter	444·8	536·5	15·4
2nd quarter	446·1	540·1	15·7
3rd quarter	395·0	507·8	14·7
4th quarter	389·4‡	562·8‡	15·8‡
November	373·3	598·7	14·8
December	451·6‡	577·8‡	17·4
1968 January*	481·2	689·6	18·0

*Provisional estimates.
‡Revised estimates.

United Kingdom Exports by Areas

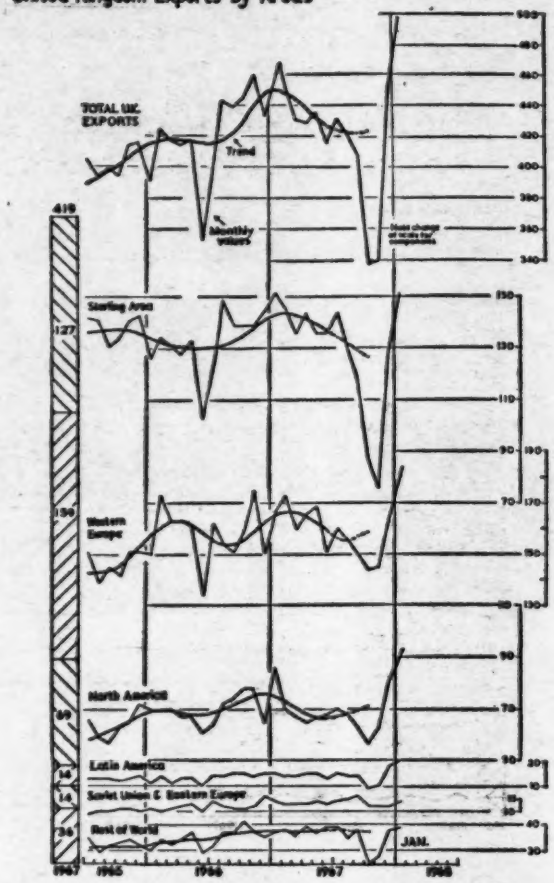


Table 2. United Kingdom Exports: areas†

Seasonally adjusted £ million f.o.b. monthly averages or calendar months

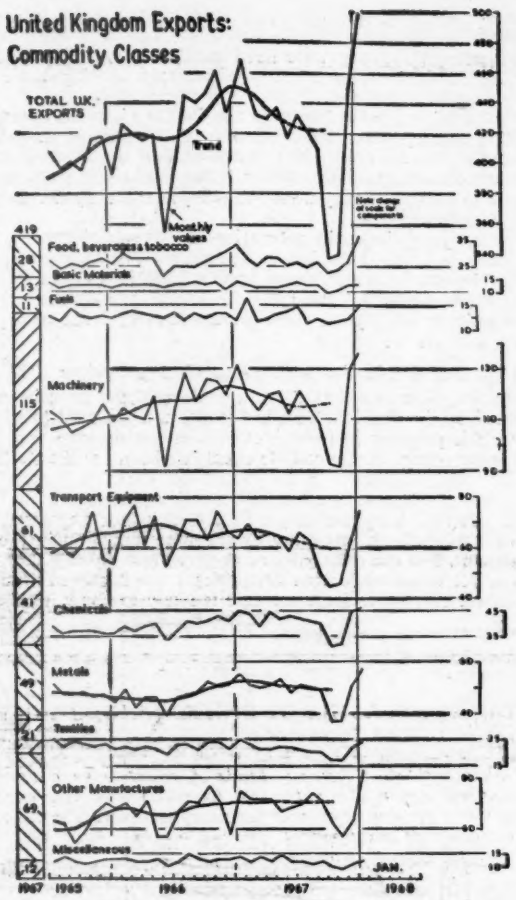
	Total	Sterling Area	Western Europe Total	Western Europe EEC	Western Europe EFTA	North America	Latin America	Soviet Union and Eastern Europe	Rest of World
1967 Year	419	127	159	80	63	69	14	14	36
1967 1st qtr.	451	144	168	83	67	75	14	14	36
2nd qtr.	428	138	159	80	63	67	15	14	38
3rd qtr.	420	130	155	78	62	68	14	15	38
4th qtr.	376	97	154	81	60	67	12	13	31
Nov.	340	76	149	77	59	63	10	13	28
Dec.	449	128	168	89	64	80	18	11	37
1968 Jan.*	499	151	184	102	66	93	20	14	39
1967 Aug.-Oct.	389	112	152	78	60	63	12	15	34
Nov. 1967-Jan. 1968*	429	118	167	89	63	79	16	13	35

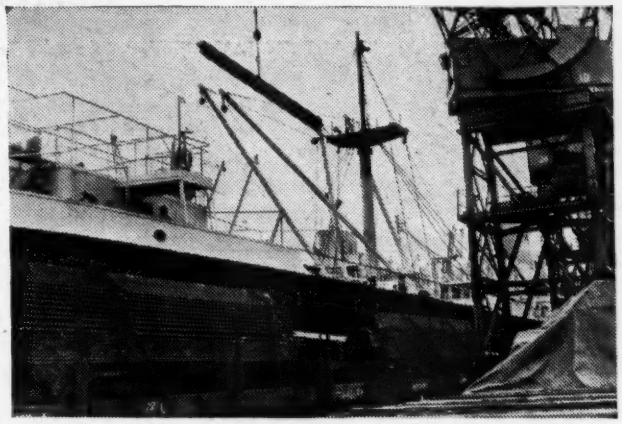
*Provisional estimates.
†Figures for Burma and Rhodesia are included with those for the 'Rest of the World'.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.





Over 1,500 tons of Frodingham Steel sheet piling, in lengths from 15 ft. to 47 ft., has been ordered from the British Steel Piling Co. Ltd. for the building of a deepwater harbour at Dubai, one of the Trucial States in the Persian Gulf. The picture shows some of the piling being loaded aboard the 'Daphne' at Middlesbrough.

Visible trade balance

The visible trade deficit in January fell to £31 million, seasonally adjusted (excluding United States military aircraft). For last year as a whole, the deficit averaged £47 million a month.

Exports

Exports in January were £499 million, seasonally adjusted. This record level follows the total of £449 million in December and indicates a continuation of the process of catching up the arrears resulting from the dock strikes. Shipments rose to all main areas.

Though trends remain obscure, deliveries to the Common Market countries and to North America, two important markets, were substantially higher on average in the five months September to January than in the three previous months.

(*Continued on next page*)

Table 3. United Kingdom Exports: Commodity Classes

Seasonally adjusted £ million f.o.b. monthly averages or calendar months.

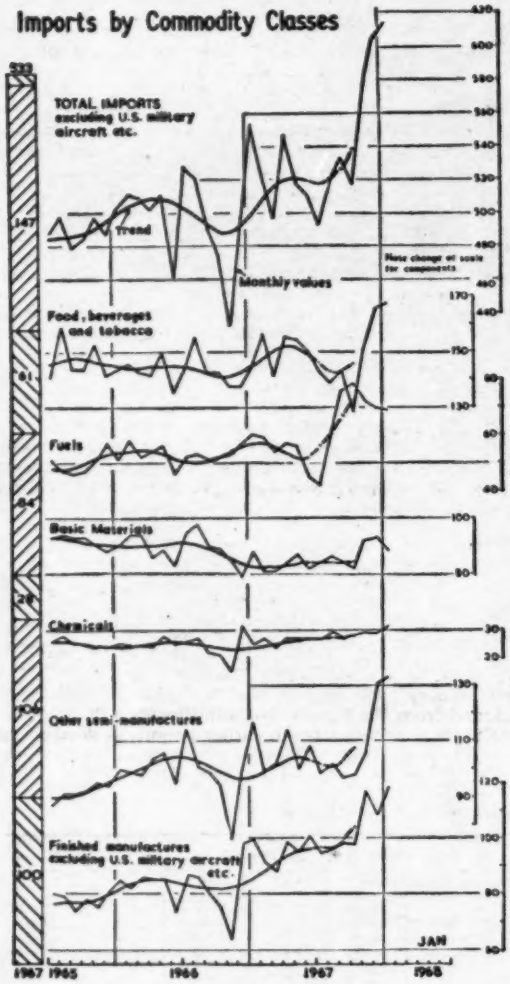
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactures									Miscellaneous
					Total	Machinery and transport equipment				Chemicals	Metals and misc. metal manufactures	Textiles	Other manufactures	
						Total	Machinery	Road motor vehicles	Other transport equipment					
1967 Year	419	28	13	11	356	176	115	44	17	41	49	21	69	12
1967 1st quarter	451	30	13	12	381	187	123	51	15	44	52	23	74	13
2nd quarter	428	29	13	11	364	182	118	48	16	43	51	22	68	13
3rd quarter	420	26	14	11	360	176	115	42	19	41	51	20	71	12
4th quarter	376	25	11	9	319	158	105	34	18	37	43	19	63	11
November	340	25	10	10	288	142	92	31	16	32	39	17	59	9
December	449	27	13	10	381	193	130	39	24	46	52	22	67	11
1968 January*	499	37	13	15	426	214	136	52	26	46	57	24	83	12
1967 Aug.-Oct.	389	25	12	9	331	159	105	38	15	38	46	19	69	11
Nov. 1967-Jan. 1968*	429	29	12	12	364	183	119	41	22	41	49	21	70	11

*Provisional estimates.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional Office of the Board.

UNITED KINGDOM TRADE IN JANUARY, *continued*



Imports

Imports in January were £616 million, seasonally adjusted, excluding United States military aircraft; including these aircraft they were £620 million.

In the three months November to January imports averaged £598 million a month, as compared with £524 million a month, in the preceding three months. Nearly one half of the increase was probably attributable to higher prices. There was also an appreciable increase in volume, partly owing to delays caused by the dock strikes last Autumn.

Virtually all the main categories of imports showed substantial increases in value in the last three months. The main exception was fuels, imports of which eased back a little in value after the very high levels which followed the Middle East disturbances. In the area pattern of imports there were increases from nearly all the main sources.

The effect of devaluation on import and export prices

Import prices as reflected in the trade statistics have been quickly affected by devaluation. This is because a significant proportion of imports is paid for in foreign currencies which were not devalued. For these goods, the immediate effect has been for the sterling price in the trade statistics to be raised by the full amount of the devaluation. As new or adjusted contracts are negotiated, however, some overseas suppliers may adjust their prices expressed in their own currency, and thus bring about some reduction in the sterling equivalent. For the remainder of imports, purchased either for sterling or for devalued foreign currencies, there has been little immediate effect on prices. Some increase is likely to show itself as goods

DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

Each month the Overseas Trade Accounts give a considerable amount of detail about United Kingdom imports, exports, re-exports and commodities and, for many of them, the most important countries of consignment.

The information in the accounts is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Statistical Classification for Imported and Re-exported Goods (which has about 3,000 headings) and the Export List (2,900 headings); there are 192 specified countries of consignment.

This fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual headings of the Import Classification and the Export List and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea (Tel. Southend (0702) 49421, Ext. 316 or Imports and Re-exports, Ext. 314 for Exports, Telex 99112 CUSEX Southend).

Table 4. Imports: commodity classes

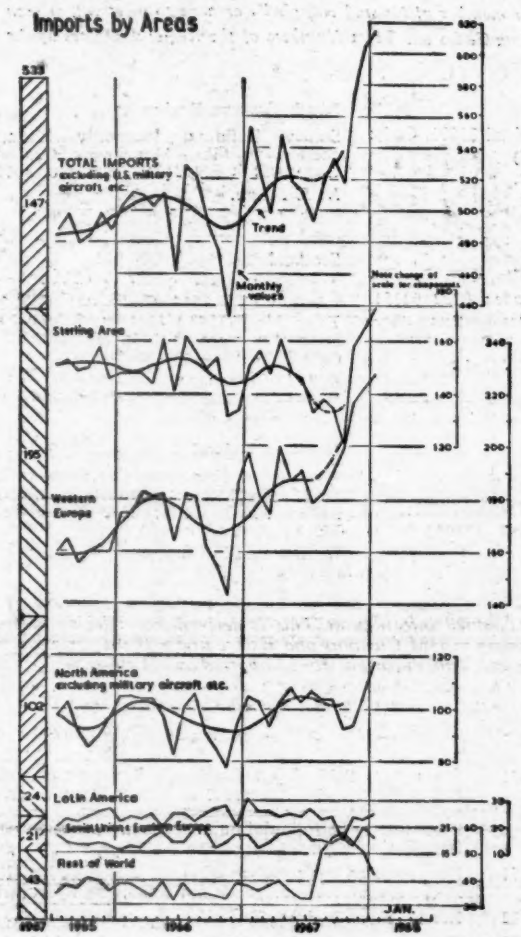
Seasonally adjusted £ million c.i.f. monthly averages or calendar months.

	Total	Total excluding US military aircraft, etc.	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures		Miscellaneous
					Total	Basic materials	Chemicals	Other semi-manufactures	Total	Excluding US military aircraft, etc.	
1967 Year	537	533	148	61	218	84	27	106	104	100	7
1967 1st quarter	526	525	146	56	217	82	27	108	97	96	8
2nd quarter	530	525	154	52	217	84	28	105	104	99	6
3rd quarter	519	515	141	61	210	84	27	99	101	97	7
4th quarter	571	566	148	75	228	87	28	112	113	109	7
November	579	574	150	73	226	89	29	107	119	115	9
December	611	605	167	70	255	93	30	132	120	115	6
1968 January*	620	616	168	69	252	88	31	133	124	119	7
1967 Aug.-Oct.	528	524	135	74	209	83	27	99	101	97	8
Nov. 1967-Jan. 1968*	603	598	162	71	244	90	30	124	121	116	7

*Provisional estimates.

arrive under new contracts. Apart from changes on account of devaluation, other price changes have been occurring, in particular a sharp rise in world copper prices.

Export prices so far have increased more slowly than import prices. Most exports are believed to be contracted for in sterling and for many engineering products there is a considerable interval between contract and final delivery. It will generally take time for new contracts to be negotiated at prices reflecting the decisions of firms on pricing policy following devaluation.



NOTES:

1. Detailed particulars of United Kingdom imports, exports and re-exports will be published on February 27* and further analysis of the figures will be found in the form of tables in the monthly Report on Overseas Trade† for March, due to be published on or about March 27.

2. Visible Trade Balance

(*a*) The figures for the visible trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which insofar as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example in allowance for goods not covered by the Trade Accounts. The total current account in the balance of payments comprises two main components, the visible trade account and the invisibles account. The latter is usually in significant surplus; over the five years 1962-1966 it averaged £150 million a year.

(*b*) *Purchases of United States military aircraft*

The calculation of the visible trade balance excludes transactions, whether deliveries or payments, relating to the purchase of United States military aircraft (including some missiles) which are being financed by the special United States Exim Bank credit. The effect of these transactions on the balance of payments accounts is shown in the quarterly balance of payments statistics published in Economic Trends.

3. Change in coverage in the Overseas Trade Accounts from January 1968

There is a change in the coverage of the overseas trade statistics from January 1968. Hitherto imports of spare parts for the maintenance of foreign registered and owned aircraft used on international air services, and re-exports of such spares, have been included in the figures of external trade of the United Kingdom.

From January 1968, imports and re-exports of these spares will be excluded from the figures. No adjustments will be made in respect of trade in these spares in earlier periods as detailed information is not available; in 1967, imports of these spares are estimated to have been £14 million and re-exports £9 million.

4. Seasonally adjusted figures

Some revisions have been made to the seasonally adjusted values previously published. The values shown in the tables take into account the later information available, revised length of month adjustments and some other revisions arising from the use of a modified computer program.

* Accounts relating to the Overseas Trade of the United Kingdom, January 1968, HMSO, price 30s., by post 31s.
† Report on Overseas Trade, published by HMSO, price 5s., by post 5s. 5d. Annual subscription £3 6s., including postage.

Table 5. Imports: Areas†

Seasonally adjusted £ million c.i.f. monthly averages or calendar months.

	Total	Total excluding US military aircraft, etc.	Sterling Area	Western Europe	North America		Latin America	Soviet Union and Eastern Europe	Rest of World
					Total	Excluding US military aircraft, etc.			
1967 Year	537	533	147	195	106	102	24	21	43
1967 1st quarter	526	525	154	188	102	101	27	21	35
2nd quarter	530	525	151	191	108	102	24	24	36
3rd quarter	519	515	134	186	109	105	26	19	48
4th quarter	571	566	149	217	104	99	21	21	53
November	579	574	159	221	101	96	24	18	53
December	611	605	167	225	113	107	22	25	49
1968 January*	620	616	174	228	123	118	25	21	42
1967 August-October	528	524	131	194	106	102	22	19	57
November 1967-January 1968*	603	598	167	225	112	107	24	21	48

*Provisional estimates.
†Figures for Burma and Rhodesia are included with those for the 'Rest of the World'.

Regional Organization of the Board of Trade

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers and the addresses, Subscriber Trunk Dialling Codes and Telex Numbers of the Regional Offices of the Department are given below

Northern Region
Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TJ. (Tel. Newcastle 27575. Code: 0632 27575. Telex No. 53178.) Sub-Office for Cumberland and Westmorland: Town Hall, Cockermouth, Cumberland. (Tel. Cockermouth 3498/9.)
R. Wood.

Yorkshire and Humberside Region
City House, New Station Street, Leeds, 1. (Tel. Leeds 38232. Code: 0532 38232. Telex No. 55472.)
E. Atherton.

Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 6271. Telex No. 25991.)
F. Lacey.

London and South Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 4355. Telex No. 25991.)
P. B. Hunt.

South Western Region
The Pithay, Bristol 1. (Tel. Bristol 21071. Code: 0272 21071. Telex No. 44214.)
L. I. Macbeth.

Wales
Government Buildings, Gabalfa, Cardiff, CF4 4YL. (Tel. Cardiff 62151. Code: 0222 62151. Telex No. 49267.) North Wales District Office, Government Buildings, Dinerth Road, Colwyn Bay, Denbighshire. (Tel. 0492 44261.)
I. Gray.

Midland Region
Five Ways House, Islington Row, Birmingham, 15. (Tel. Birmingham Midland 8221. Code: 021, 643, 8221. Telex No. 33702.)
J. F. J. Jardine.

North Western Region
Sunley Building, Piccadilly Plaza, Manchester, 1. (Tel. Manchester Central 2171. Code: 061. CEN 2171. Telex No. 66104.)
N. S. Belam.

Scotland
314 St. Vincent Street, Glasgow, C3. (Tel. Glasgow City 2855. Code: 041. CIT 2855. Telex No. 77583.) District Office: 29a High Street, Inverness. (Tel. Inverness 30867. Code: 0463 30867.)
P. J. L. Homan.

Northern Ireland
Ministry of Commerce (Northern Ireland), 21 Linenhall Street, Belfast. BT2 8BY. (Tel. Belfast 34488. Code: 0232 34488. Telex No. 74578.)
H. E. Jones, C.B.E.

Customs notices of interest to exporters

THE FOLLOWING Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory, and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, King's Beam House, Mark Lane, London, E.C.3.

General Notice

49	Temporary importations: International Co-operation.
77E	(Re-issued February 1966) Purchase Tax – Exports.
106	Temporary Exportation of Commercial Samples.
113	Scale of charges for the special attendance of an Officer of Customs and Excise given at the request of a merchant or trader.
118	Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs Duty and/or Purchase Tax.
206	Relief from Customs Duty and Purchase Tax for goods temporarily imported for process or repair and subsequent re-exportation.
207	Reimported goods: relief from Customs Duty and Purchase Tax.
210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
215	Relief from Customs Duty and Purchase Tax on importations of goods intended for export which are not otherwise eligible for relief.
299	ATA Carnets for temporarily imported goods.
SN6	Notice to Passenger (Exchange Control and Export Licensing).

Drawback

7	Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
131	Sugar Act, 1956. Sugar Surcharge Repayments and Distribution Repayments in respect of British Manufactured Composite Goods. Procedure to be followed on a change in rate of Surcharge or Distribution Payment.
171	Drawback on hydrocarbon oil used in the United Kingdom in the manufacture of goods not containing hydrocarbon oil.
172	Drawback on hydrocarbon oils.
217	The main conditions and procedures under which drawback of duty paid under the Import Duties Act 1958 may be claimed on the exportation of the classes and descriptions of goods set out in HM Customs and Excise Tariff, Part 6 B.
224	The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer as an alternative to examination on the quay.
251	Remission or repayment of the Temporary Charge on Imports.
291	Claims for drawback on goods exported where there has been a variation in the duty rate.
372	Authorization of signatories to drawback claims.
430	Table of Rates of Sugar Surcharge, Distribution Payments and Corresponding Repayments.
403A	Supplementary Table of Rates of Sugar Surcharge, Distribution Payments and Corresponding Repayments.
432	Sugar Act, 1956. Surcharge, Distribution Payments and Corresponding Repayments.

Export Rebates

435	Schedule of Rates.
436	General outline of scheme and procedure for claiming.
437	Ships and Aircraft.

Exhibitions and Fairs

'Fashion and craftsmanship' at British Glove Fair

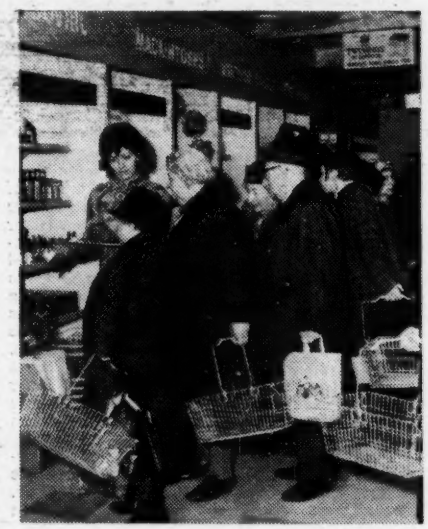
'AN IMPORTANT annual event for the British glove industry,' was how Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, described the Fifth British Glove Fair, which he opened on February 19. Mr. Mallalieu said he was glad to see so many buyers from overseas, and welcomed them to this display of the best of British craftsmanship, expertise and fashion flair.

'The industry is to be congratulated on its efforts to promote sales of gloves and on its initiative in setting up the Glove Guild which has organized this fair,' said Mr. Mallalieu. The Board of Trade had been particularly pleased to see evidence of the increased interest of the industry in exporting. Its export effort in recent years was one of which, as a relatively small industry, it could be justly proud, and the increase achieved in the value of recorded exports in 1967 was very satisfactory. 'I hope, moreover, continued Mr. Mallalieu, 'that devaluation will provide an additional spur and increased scope for export sales in the coming years.'

'What is readily apparent from even a general glance at the products in this fair,' concluded Mr. Mallalieu, 'is that British gloves have a fashion quality which gives them strong appeal to discriminating buyers in sophisticated overseas markets. It is even more encouraging that the industry has learnt that the way to keep up volume of production when faced by low-cost imports is to concentrate on high quality fashion goods, which are of particular interest to overseas customers.'

Earlier, Mr. E. Rich, president of the Glove Guild, had said that he was convinced that there was a very great export potential for the glove industry's products. 'Our present export record is good,' said Mr. Rich, 'but we are all determined to show a considerable improvement in the near future. This glove fair is in itself evidence of our determination to achieve this and is clear evidence that even a small industry such as our own is willing to invest its own money in the export drive.' Ever since its inception the Glove Fair had attracted a number of buyers from overseas, and each year the number increased.

The Glove Fair, which ended on February 21, was held at the Londoner Hotel, Welbeck Street. The record number of exhibitors this year meant that for the first time in the history of the fair all aspects of gloving were represented, said the organizers. Previously a showcase for manufacturers, the fair now reflected the primary aim of the Guild, to promote the interests of British gloves as a whole, enabling suppliers of gloving materials and glove wholesalers actively to participate. Buyers from Russia, Czechoslovakia, the United States and Central Europe are reported to have shown interest. Certainly, the range of gloves at the fair, ranging from pastel colours to rich deep tones, from fine-quality fashion gloves to kangaroo driving gloves, bore out a previous statement of Mr. Rich about the British glove industry's 'unequalled variety of styling, colour, design and finish.'



Queuing for British goods on sale at the 'Piccadilly Supermarket' at the Green Week, Berlin. A report of the Green Week appeared in last week's issue of the Journal.

Shopping list for British Industrial Exhibition, Bucharest

A 'SHOPPING LIST' of more than a thousand categories of British products and machinery which are wanted by Rumania in the near future has been prepared by British Overseas Fairs Ltd. for the British Industrial Exhibition, which is being held in Bucharest from October 17-27 this year. The list, suggested by the Rumanian trade authorities, offers British industrialists and exporters a detailed breakdown of engineering and scientific and other goods which Rumania says she is most interested in buying.

It embraces many major engineering fields in which Britain offers specialized experience, but also includes a number of consumer goods (or machines for producing them). It ranges from complete power stations to plastic toys, from oscilloscopes to shoes, from weedkillers to trawlers.

Navigation instruments, chemical plants, computers, textile machinery, civil engineering and mining plant, rail and road transport equipment and accessories, packaging machinery, electronic equipment, machine tools—these are examples of what the Rumanians particularly want to see at the British Industrial Exhibition. Many of the goods listed are specifically identified by manufacturers' names.

Canada's London goes British

FOLLOWING THE SUCCESS of British Week in Toronto in October, 1967, the organizers of the third 'London Fortnight Festival' (London, Ontario, June 29 to July 13) are giving special emphasis to the British motif this year. The programme will involve over 100 retailers in the heart of the city's shopping area including the big department stores and shopping mall who will give predominance to British consumer goods. The Board of Trade, the British National Export Council's Canada Committee and the British Government Office in Toronto are giving their support and the Board of Trade is providing a quantity of material for use in street decorations, shop window and point-of-sale displays, and is also helping to arrange visits by British personalities.

London, an important convention and tourist centre, lies on a fork in the Thames river at the centre of a prosperous industrial and agricultural area in southern Ontario within an hour or two's drive of the United States border and such large cities as Detroit and Buffalo. Many of the place names in London, Ontario, are familiar – St. Paul's Cathedral, Hyde Park, Pall Mall, Piccadilly and Victoria Park. The city, now 200,000 strong, dates back to 1793 when it was chosen as the original site for the capital of Upper Canada.

The 'London Fortnight Festival' offers a valuable opportunity to all British manufacturers of consumer goods to follow up the contacts made during the British Week in Toronto by ensuring that the shops of London, Ontario are well stocked for the occasion.

Further inquiries about this promotion should be addressed to: Mr. A. H. Divers, British Weeks and Stores Promotions Directorate, Kingsgate House. 66-74 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3373).

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-xii of December 8 issue.

SUBSCRIPTION AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 High Holborn, London, W.C.1; 423 Oxford St., London, W.1; 13A Castle St., Edinburgh 2; Brazennose St., Manchester 2. 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 7-11 Linenhall St., Belfast 1; or through any bookseller.

British sporting goods manufacturers' successful Chicago debut

A report from the British Consulate-General, Chicago

THIS YEAR, for the first time, 23 members of the Federation of Sports and Games and the Camping Trades Association displayed their products in a joint venture exhibition sponsored by the Board of Trade at the National Sporting Goods Association Show in Chicago from February 4 to 8. Their target was a bigger slice of the United States market, the largest single sporting goods market in the world, currently estimated at nearly $4 billion.

The exhibition was in two sections, with athletic and sporting goods at the Palmer House Hotel and camping and outdoor leisure equipment at the Navy Pier Exhibition Hall on the lakefront.

The NSGA exhibition has a truly international flavour, with official group exhibits from Canada, Austria, Belgium and Italy. There were also individual exhibits from Japan, Germany, Denmark, Finland, Sweden and Pakistan. It is reported to be the largest show of its kind in the world and is followed closely only by the SPOGA exhibition held in Cologne.

There were 995 exhibitors displaying their products in 1,500 stands at Navy Pier and in 200 stands and 400 rooms at the Palmer House Hotel. In total, the show covered more than 400,000 square feet of floor space. There were 22,500 visitors to the show from all parts of the United States and Canada.

Of the overseas countries participating, the British exhibits were the most impressive; they were also the most numerous and covered the most space. Canada followed second with 14 exhibits; Austria was a close third with 13 companies, and Italy had four companies. Belgium had a fairly large stand showing products from several of their manufacturers.

The British stands, designed by the COI, were attractive and drew the attention of visitors to the show. They set off the British products effectively and did much to make the joint venture a success. Without exception, all the British participants either wrote up some business at the show, appointed agents or expected to receive orders after their return home. The amount of business done by the British companies at this show amounted to nearly $\frac{1}{2}$ million, with the prospect of more business to come.

A number of British sports goods manufacturers, including such firms as Dunlop, Slazengers, Ben Sayers, Accles & Pollock, Webley and Scott, Unicorn Products and Edgar Sealey, have been selling in the American market for a number of years. But there is still a vast market waiting to be exploited. Some of the British firms coming to the United States for the first time – Tentomatic, Pneumatic Tent, Karrimor, Reebok, Peter Storm, Stylo-Barratt, Langdons, Davies Steel Specialities, Hamptons, Sanitas, Kwiz Darts and Graham Textiles – appear to have found a large market potential, judging from the number of inquiries they received and the agents they appointed. One of the big successes at the show, James T. Goudie, who have entered the American market for the first time, discovered an excellent market for their golf equipment. They sold all their golf clubs off their stand as a sample order before the show closed.

Trying out golf clubs on the stand of James T. Goudie at the National Sporting Goods Association Show, Chicago. James Goudie, who were entering the American market for the first time, had sold all the golf clubs off their stand as a sample order before the show closed.

The population of the United States, which is rapidly increasing, is at present approximately 200 million and it is expected that by 1970 nearly half the population will be under 25 years of age. This promises a very encouraging future for the British sporting goods industry.

Following their success at this show, the British participants are already making plans for next year's event, which will be held at the Astrohall, Houston, Texas, from February 2 to 6. They hope they will be joined by more of our sporting goods and equipment manufacturers.

Visit the Milan Fair 14-25 April

A vast and vital trade show that serves world economy

Milan Trade Fair

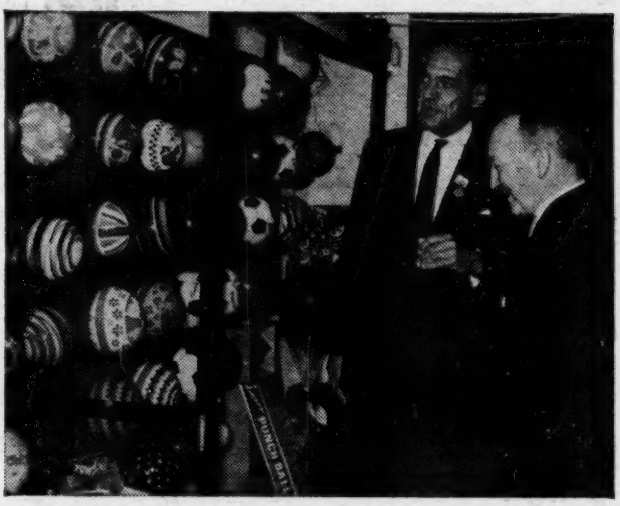
In 1967: 13,687 Exhibitors from 88 Countries □ 48 Nations officially represented □ 3,835,000 Visitors □ Buyers from 120 Countries of all Continents.

More than 30 specialized trade shows are organized during the year at Milan Fair.

Include a visit to Milan Fair in your business diary. Book ahead for the Advance Catalogue. Issued ten weeks before the Fair opens it lists 80% of the exhibits. Its English, French, German and Spanish indexes make reference easy for international businessmen.

Visitors' Cards and information from: Fiera di Milano, Largo Domodossola 1, 20145 - Milano (Italy) □ Milan Fair Representative: Dr. Vittorio Schiazzano - 31, Old Burlington St. - LONDON W.1 ☎ REGent 2411

Seated astride the new Acto 24 in. riding mower at the recent Cologne Hardware Trades Fair is Mr. Hans-Joachim Mirsch discussing its features with Mr. T. W. Cooper, managing director of the Qualcast Group. The company say that as buyer for a leading departmental store in Frankfurt, Hertie Zentrale, Mr. Mirsch was interested in all the latest Qualcast developments. Qualcast has already set itself an export target of 500,000 mower sales during 1968. Increased production capacity will now enable 1¼ million mowers to be produced in a year.



Attractive designs on the Corgi stand at the Nuremberg Toy Fair caught the attention of Sir Frank Roberts (right), British Ambassador at Bonn, during his visit to the British stands at the Fair, where a joint venture was organized with Board of Trade assistance.

British menswear in New York

A report from the British Consulate-General, New York

INCREASING AMERICAN INTEREST in British menswear of all types was amply demonstrated when a group of 12 menswear manufacturers from Britain visited New York recently. A four-day display in hotel showrooms at the Warwick Hotel drew a steady flow of buyers seeking a wide range of merchandise from fashion rainwear to silk neck-ties, and classic topcoats to fancy vests. The main emphasis, however, was on traditional British quality in clothes reflecting the new 1968 trends in male fashion from Britain. Menswear in distinctive styling and high quality fabrics, at post-devaluation prices, proved an attractive proposition to American buyers from all quarters.

The collective display in New York, which followed similar visits to Montreal and Toronto, was organized by the Clothing Export Council under Board of Trade joint venture terms. Mr. E. John Sarsfield, the CEC's menswear merchandiser, accompanied the British group and directed buyers to the individual showrooms. At the end of the visit, Mr. Sarsfield reported that the results in terms of buyer interest and orders taken showed great promise for the future.

One British manufacturer, on his second visit to the United States, whose company produces an interesting range of modern styled clothing for the younger man, was so encouraged by the volume of business secured that he felt he could achieve more by concentrating on the American market than at home. Another member of the group, who has spent considerable time and energy in penetrating the market, was more than satisfied with the results of his trip and estimated that 40 per cent of his firm's production would now be devoted to exports to the United States. Other regular visitors to the North American market showed evidence of similar successes and planned to extend their visit in order to take full advantage of the buying season.

Arrangements have been completed for another British menswear group under CEC sponsorship to participate in the National Association of Men's Sportswear Buyers (NAMSB) Fall Market Exhibition at the Sheraton-Atlantic Hotel in New York from March 31-April 3, 1968. Showroom space for British exhibitors at this trade event has already been fully taken up. Another strong British menswear contingent is being planned for the NAMSB Spring Market Exhibition in October. Manufacturers interested in taking part in this event should make application to the Clothing Export Council as early as possible.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Inspecting the top-quality, hand-printed silk and wool neckties and scarves on J. Comfort & Co.'s stand at the British menswear display in New York are, left to right: Mr. John Sarsfield, menswear merchandiser, Clothing Export Council; Mr. Richard Rome, of the William Richard store in Houston, Texas; Mr. Alan Comfort, director, J. Comfort & Co.; and Mr. Anthony Rouse, British Consul-General in New York. It was reported at the end of the show that the results in terms of buyer interest and orders taken showed great promise for the future.

Overseas Trade and Exports

Visits by British Overseas Commercial Representatives during the period March to May, 1968

THE FOLLOWING Commercial Diplomatic Officers are expected to be in this country during the next three months.

ANGOLA Luanda	W. M. CUNNINGHAM (Consul)	April	In present post since 1966
AUSTRALIA Sydney	D. S. QUINN, Second Secretary (Commercial)	April	In present post since 1966
JAPAN Tokyo	A. F. R. HARVEY, First Secretary (Commercial)	March/April	In present post since 1967
MALAWI Blantyre	R. M. HARRIS Commercial Officer	April/May	In present post since 1965
SAUDI ARABIA Jedda	R. McGREGOR, First Secretary (Commercial)	April	In present post since 1966
UNITED STATES Los Angeles	B. V. F. BULL, Vice-Consul (Commercial)	May/June	In present post since 1966
ZAMBIA Lusaka	P. G. P. D. FULLERTON, First Secretary (Economic and Commercial)	April/May	In present post since 1966

British firms and organizations (including those in the Board of Trade Eastern Region, and London and South-Eastern Region) which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment to the appropriate Board of Trade Regional Controller stating the nature of the problem and the commodities involved. (The Board's Regional Offices together with the areas covered and the appropriate Office for Northern Ireland, were listed at page xii of the *Board of Trade Journal* of December 8, 1967.) Those firms and organizations other than in the Eastern Region and the London and South Eastern Region, which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London should write to Tours Section, Board of Trade, Sanctuary Buildings, 20 Great Smith Street, London, S.W.1.

Firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, are in close touch with all overseas representatives and would be glad to advise British firms on matters relating to their export trade. Regional Officers of the Board of Trade, or in Northern Ireland, the Ministry of Commerce, Belfast, are also available for consultation on export matters.

Telex facilities at overseas posts

THE ADVANTAGES of telex for rapid international trade communications are generally well known to exporters. The great advantage over the telephone is, of course, that an accurate written record is made automatically at both ends. What is perhaps less well known is that at present no fewer than 98 British commercial posts (embassies, consulates and trade commissions) in 73 countries are now equipped with telex facilities – and the number will increase – and that these can often be used by British exporters subject to the needs of the post concerned.

For example, a British businessman on an overseas visit may wish to communicate urgently with his firm. In many countries public telex facilities are available. Information about where they exist is given in the Board of Trade 'Hints to Business Men' series. In other cases it may be possible to make use of the Telex facilities of the British commercial post in the foreign city. For full details he should consult the post in question. He would be required to pay for the call at the time, plus a small surcharge to cover overhead expenses.

A list of commercial posts overseas equipped with telex facilities is printed below. A list of all commercial posts overseas is published quarterly in the *Journal* (December, March, June, September).

Post	Answer-back	Number
ABIDJAN, British Embassy	PRODROME ABIDJAN	706
ACCRA, British High Commission	UKREP ACCRA	239
ALGIERS, British Interests Section, Swiss Embassy	PRODROM ALGER	91872
ASUNCION, British Embassy	PRODROME ASN	039
ATHENS, British Embassy	BRITFORM ATHINAI	378
BAHRAIN, British Residency	PRODROME BHN	216
BELGRADE, British Embassy	11468 YU PROBEL	11468
BERNE, British Embassy	UKBNE	32687
BOGOTA, British Embassy	PRODROME BOGOTA	503
BONN, British Embassy	BRITINFORM	886887
BRIDGETOWN, British High Commission	UKREP BRI	219
BRUSSELS, British Embassy (Commercial Department)	PRODROME BRUSLS	23462
BUCHAREST, British Embassy	PRODROME BUC	011-295
BUDAPEST, British Embassy	PRODROME BUDAPEST	0270
BUEA, British Consulate	BRITAIN BUEA	Douala 245
BUENOS AIRES, British Embassy	PRODRO BA	1666
CAPE TOWN, British Consulate-General	5-7447 CT	5-7447CT
CANBERRA, British High Commission	AA 62043	AA 62043
CARACAS, British Embassy	PROCARACAS	768
CHICAGO, British Consulate-General	BRITAIN CGO	254432
CLEVELAND, British Consulate-General	BRITAIN CLV	98-5618
COLOMBO, British High Commission	UKREP COLOMBO	101
COPENHAGEN, British Embassy	PRODROME KH	2706
DAKAR, British Embassy	PRODROME DKR	548
DOHA, Political Agency	POLITICAL DOHA	315
DUBAI, Political Agency	POLITICAL DUBAI	226
DUBLIN, British Embassy	UKREP DUBLIN	5296
DURBAN, British Consulate-General	6-7428 DN	6-7428
DUSSELDORF, British Consulate-General	COMBRIT	8-584855

Post	Answer-back	Number
EDMONTON, British Government Office	UKREP EDMONTON	037-2421
GABERONES, British High Commission	HIGHCOM J7870	JX 7870
GENEVA, United Kingdom Mission	22956A UKGV CH	22956
GEORGETOWN, British High Commission	UKREP GY221	GY 221
THE HAGUE, British Embassy	PRODROME HAGUE	31600
HAMBURG, British Consulate-General	BRHBG	02-13562
HELSINKI, British Embassy	BRITFORM	121122
ISTANBUL, British Consulate-General	BRITAIN IST	298
JESSELTON, British Deputy High Commission	UKREP JSN	209
JOHANNESBURG, British Consulate-General	7115 JH	7115 JH
KAMPALA, British High Commission	UKREP KAMPALA	4106
KINGSTON, British High Commission	UKREP KINGSTON	10
KUALA LUMPUR, British High Commission	UKIMFR KL	275
KUCHING, British Deputy High Commission	UKREP KUCHING	201
LAGOS, British High Commission	UKREP LAGOS	247
LA PAZ, British Embassy	PRODROME BX 5228	BX 5228
LIMA, British Embassy	PRODROME LIMA	LA5230
LOME, British Embassy	PRODROME LOME	210
LOS ANGELES, British Consulate-General	BRITAIN LSA	677421
LUBUMBASHI, British Consulate	BRITAIN EVL	49
LUSAKA, British High Commission	LS 4115 UKREP	4115
LUXEMBOURG, British Embassy	PRODROME LUX	443
LYONS, British Consulate-General	BRITAIN LYON	33254
MADRID, British Embassy	7656 INGLA E	7656
MALTA, British High Commission	UKREP MALTA	MW 249
MANAGUA, British Embassy	PRODMGA 3420028	3420028
MANILA, British Embassy	PRODROME MN 3282	MN 3282
MARSEILLES, British Consulate-General	BRITAIN MARSL	42307
MASERU, British High Commission	2 MS HIGHCOMA	2 MS MASERU
MEXICO CITY, British Embassy	PRODROME MEX	0177894
MILAN, British Consulate-General	31528 BRITAIN	31528
MONROVIA, British Embassy	PRODROME MVIA	216
MONTEVIDEO, British Embassy	PRODROME MVD	398139
MONTREAL, British Government Office	UKREP MONTREAL	01-26437
MOSCOW, British Embassy	PRODROME MOSCOW	985
MUSCAT, British Consulate-General	BRITAIN MUSCAT	MUSCAT 216
NAIROBI, British High Commission	UKREP NAIROBI	20219
NEW YORK, United Kingdom Mission	PRODROME	420543
OSLO, British Embassy	PRODROME NYK	12-6919
OTTAWA, British High Commission	PRODOSLO O	1575
PANAMA, British Embassy	UKREP OTTAWA	013-266
PARIS, British Embassy	PROPANA	3481020
PORT OF SPAIN, British High Commission	PRODROME 20966F	20966
PRAGUE, British Embassy	POS 52342	POS 52342
PRETORIA, British Embassy	PRODROME PRAGUE	PRAGUE 511
QUEBEC CITY, British Government Office	PI-44-641PA	201 PX1
QUITO, British Embassy	UKREP QUEBEC CITY	011-246
RABAT, British Embassy	PRODROME QUITO	38
REYKJAVIK, British Embassy	PRODROME RABAT	31022
RIO DE JANEIRO, British Embassy	PRODROME RYK	37
ROME, British Embassy	PRODROME RIO	337
SAN JOSE, British Embassy	61049 PRODROME	61049
SAN SALVADOR, British Embassy	CR 169 PRODROM	CR 169
SANTIAGO, British Embassy	PRODSALV	3010233
SANTO DOMINGO, British Embassy	PRODROME SANTIAGO	SGO 341
	3460075 PRODROM	3460075
SOFIA, British Embassy	PRODROME SOFIA	363
STOCKHOLM, British Embassy	PRODROME STKHLM	1340
STRASBOURG, British Consulate-General	BRISTRA STREG	87995
TANANARIVE, British Embassy	PRODROME TANA	226
TEL AVIV, British Embassy	R PRODROME TLVIV	559
TORONTO, British Government Office	UKREP TOR	02-29531
VANCOUVER, British Government Office	UKREP VANCOUVER	045-481
VIENNA, British Embassy	13410 BRITEMB A	13410
WARSAW, British Embassy	PRODROME WA	81-694
WASHINGTON, British Embassy, Chancery	PRODROME WSH	892370
WELLINGTON, British High Commission	NZ 3325	NZ 3325
WINNIPEG, British Government Office	UKREP WINNIPEG	035-465
YAOUNDE, British Embassy	PRODROME YDE	400
ZURICH, British Consulate-General	BRITAIN ZURICH	54260

Film show facilities overseas

TRADE MISSIONS and individual British businessmen on trade tours abroad are making increasing use of the facilities offered by British Embassies, High Commissions, and Consulates, for showing their sales promotion or prestige industrial films to prospective customers and agents, according to reports received by the Joint Information Policy Department of the Foreign and Commonwealth Offices.

These facilities, which were announced in the *Board of Trade Journal* in February 1967, vary widely from country to country, but there are few posts in the more important markets which cannot provide at least a 16 mm projector and the services of a projectionist. In many places, a small hall or a large room can be made available, and in a few places, particularly in the Commonwealth, there is a full-scale cinema which can be provided for shows of this kind.

Most posts hold libraries which contain a large selection of industrial films and documentaries; or if sufficient warning is given, prints can often be obtained from the Overseas Film Library in London. Films from these sources could be used to supplement more specialized sales promotion films provided by visiting representatives. Films from the Overseas Film Library will be despatched by official bag, but other films must go by the normal postal channels or be carried by visiting businessmen at their own risk.

Businessmen intending to visit particular territories and wishing to take advantage of any facilities of this nature which are available, should write in the first instance to Films Section, Joint Information Policy Department, Foreign and Commonwealth Offices, London, S.W.1. This section will be able to provide general information about the facilities available, and will be glad to put intending visitors in direct contact with officials abroad, in order that detailed arrangements can be made.

It may not always be possible to provide such facilities free of charge. Where extra expenditure has to be incurred, for example, for the hire of a cinema or engagement of a projectionist, it will normally be necessary to ask visitors to meet the cost.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

TRADE AND FINANCIAL ARRANGEMENTS

Britain has given South and SE Asia £420m.

THE MASSIVE annual review of the Colombo Plan*, published on February 16, shows that despite the war in Vietnam the past year has brought further social and economic progress to South and South East Asia. The review musters facts about development aims and projects from 18 different countries; deploys details of mutual assistance and marshalls an impressive array of the amount of aid given by the six Colombo Plan members outside the region.

The review estimates that population growth in the region will increase at a yearly rate of 2.7 per cent. This percentage joined to rising individual consumption, it estimates, will call for an annual growth rate of 4 per cent in agricultural production. This estimate is a substantial increase on the growth achieved during the past years (1954 to 1966) when only a few countries in the area managed to reach a 3 per cent growth rate.

The review enumerates a number of initiatives which should be taken to increase agricultural production in order to offset the effects of the rise in population; the reduction of world grain stocks and in some, all too few, instances extra demand because of increased personal incomes last year.

The 'special topic' for 1968 is export promotion and the review comments on the relationship of the gross national product of countries in the area to export performance. This topic is particularly apposite in view of the UN Committee on Trade and Development meeting which is at present in session in New Delhi.

Britain's contribution

During the calendar year 1966 Britain spent £66.1 million (£47.4 million in 1965) on financial aid and technical assistance to South and South East Asia. The cumulative total of British aid since the Plan started operations in 1951 is now about £420 million. Most of this was in the form of financial assistance, some in interest free loans which now total £91 million, from Britain to the Colombo Plan area. This policy puts Britain among the most liberal donors as regards the terms of aid.

However technical assistance – the provision of training in Britain; assistance with education and research, and the supply of professional people – is, perhaps, equally important. Numbers of Asian students arriving thus for training in Britain rose from 1,173 in 1965 to 1,453 in the 1966 calendar year. The total number of Colombo Plan trainees who have come to Britain is now 7,141. In addition, private industry in Britain, sponsors a variety of training for overseas students out of its own pocket. Equipment supplied to colleges, etc., for training and research cost £316,900 in 1966, bringing the total supplied by Britain to the area to nearly £4 million. The overall cost of British technical assistance during the calendar year 1966 was £2.76 million as against £2.33 million in 1965.

10,000 experts

Overall expenditure on experts in 1966/67 amounted to £28.4 million, the highest on record. This amount enabled experts to visit the region on various assignments, averaging two years in duration, mainly in the fields of administration, education, medicine and agriculture. The cumulative total of experts sent to the area since the Plan began now exceeds 10,000.

Members outside the Colombo Plan region – Australia, Canada, Japan, New Zealand, Britain and the United States – provided assistance of all kinds to the value of $2,871 million in 1966-67.

The review also mentions the flow of multilateral aid to the region, which has increased nearly five times between 1960 and 1965, rising from $73 million to $327 million. Although this aid, mainly from organizations such as the IBRD and IDA, is outside the framework of the Colombo Plan, some of the developed countries which are members of the Plan are important contributors to the funds of these organizations.

*"The Colombo Plan for Co-operative Economic Development in South and South East Asia', 15th Annual Report of the Consultative Committee. Cmnd. 3521, HMSO, price 28s.

Italy and Japan

THE Italian Government has announced in a circular dated December 2, 1967 that the Trade Agreement now in force between Italy and Japan has been tacitly extended for a further year until March 31, 1968. A previous notice appeared in the *Board of Trade Journal* of April 24, 1967, page 1014.

Lists of goods (which are similar to those in the original agreement) may be seen at Export Services Branch (Tariff Section), Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466/467) quoting ref. CRE 3628/G/2.

Morocco and Switzerland

THE MOROCCAN *Bulletin Officiel* of January 24, 1968, announced the renewal, for a further year from January 1, 1968, of the trade agreement between Morocco and Switzerland. Quotas under the agreement remain unchanged compared with the previous year.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

India and Brazil

ON FEBRUARY 3 the Governments of India and Brazil signed a trade agreement, the first ever to be signed between the two countries. The agreement provides for the reciprocal extension of most-favoured nation treatment by the two countries in the matters of trade and tariffs. It will come into force from the date of exchange of the instruments of ratification which is to take place shortly in Rio de Janeiro.

Any inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2277).

Double taxation — Denmark

HM INLAND REVENUE announce that discussions have taken place in Copenhagen about a revision of the double taxation convention between Denmark and the United Kingdom. Agreement was reached at official level and the text of a supplementary protocol will be submitted to governments for approval.

EFTA INFORMATION CENTRE

The Board of Trade maintains an EFTA Information Centre to answer general inquiries about the European Free Trade Association and to advise on sources of more specialized information. It also distributes literature free of charge, including the 'EFTA Bulletin', the EFTA Secretariat's monthly journal. Address: Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/2480).

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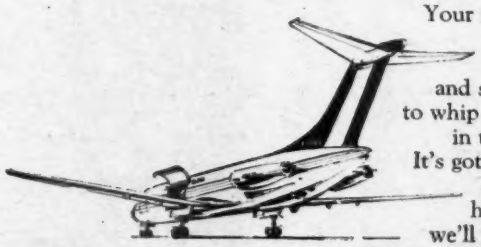

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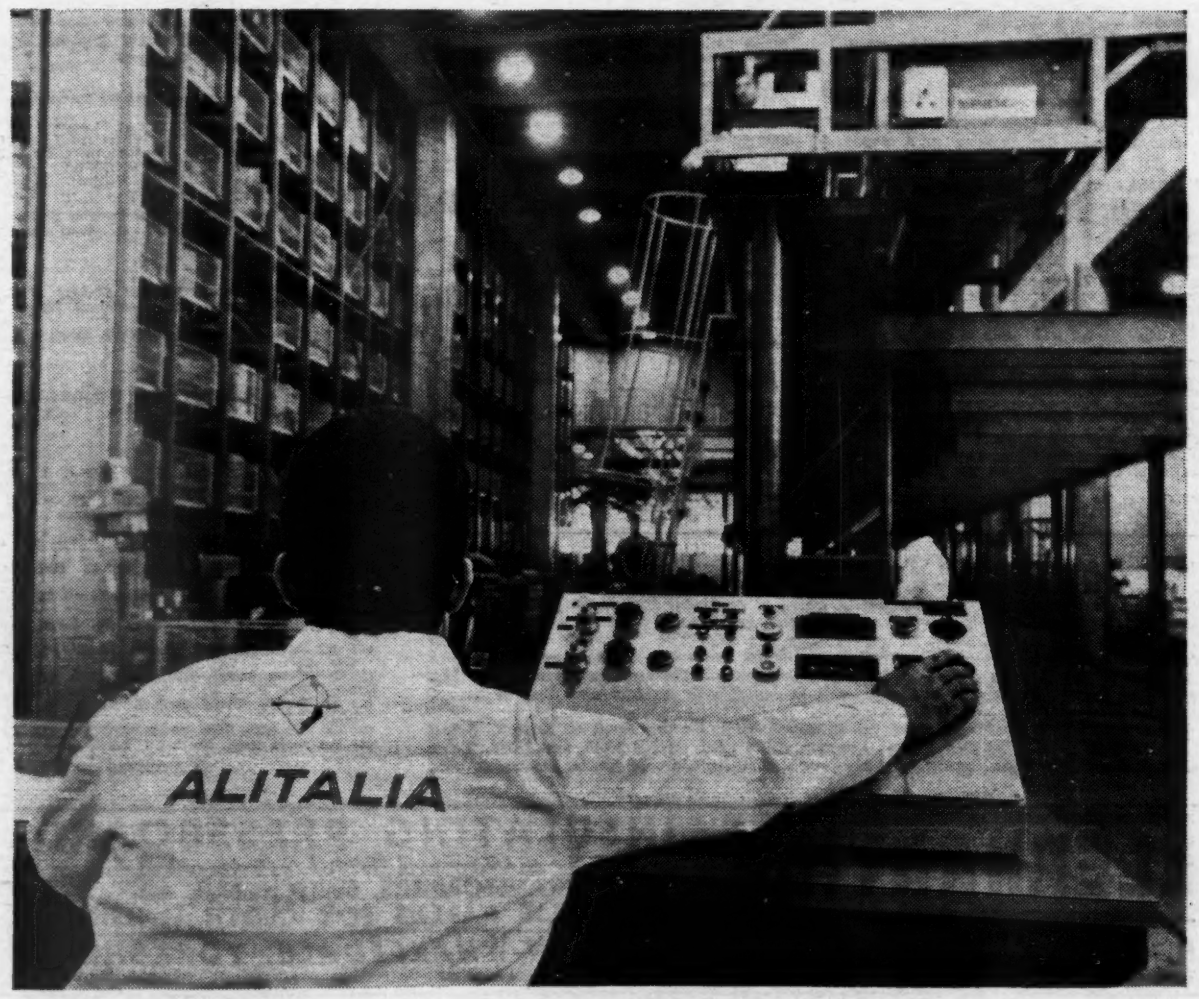


Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 404 and 406. Telex 886143 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order please.

ALGERIA

Minister De La Defence Nationale:
(33/68) Cap Badges. (Further Information.) A copy of the specifications has now been received in Export Services Branch. E.S.B. 6025/68.
(34/68) Metal Buttons. Closing date not stated. E.S.B. 6859/68.*
(33/68) Irrigation Equipment for Ministry of Agriculture and Agrarian Reform. (Pre-qualification Information.) Closing date not known. E.S.B. 6691/68.
(34/68) Wool-spinning Plant for Ministry of Industry and Power. April 20. E.S.B. 7390/68.
Radio-Television Algerienne:
(33/68) Television Relay Transmitters. April 10. E.S.B. 6694/68.*
(33/68) Film and Accessories. March 30. E.S.B. 6695/68.*
(33/68) Magnetic Tapes and Accessories. March 30. E.S.B. 6696/68.*
(35/68) Electronic Tubes. (Further Information.) Tender documents (in French) now available. E.S.B. 6620/68.*

ARGENTINA

(31/68) Excavations; Semi-Trailers for Ministerio de Obras Publicas. Closing date postponed to March 13. E.S.B. 976/68.*

AUSTRALIA

(34/68) Pencils for Commonwealth Stores Supply and Tender Board. March 7. E.S.B. 7415/68.
(34/68) Alternator and Equipment for Department of Works, Melbourne. March 19. E.S.B. 6895/68.
Electricity Commission of New South Wales:
(31/68) Transformers. Closing date not stated. E.S.B. 6090/68.
(36/68) Transformers. March 11. E.S.B. 7438/68.*
(33/68) Transformers for Hydro-Electric Commission of Tasmania. (Further Information.) Quotations are also required for type 'A' transformers, but with special reduced levels of noise. Quotation to be submitted by March 1, 1968. E.S.B. 44017/67.*
(33/68) Circulating Water Pumps for Northern Electric Authority of Queensland. March 27. E.S.B. 6700/68.*
(33/68) Gauges for Postmaster-General's Department. April 25. E.S.B. 6803/68.
(33/68) Voltage Regulator for State Electricity Commission. March 6. E.S.B. 6699/68.*
(34/68) Switchgear for State Electricity Commission of Victoria. April 22. E.S.B. 6889/68.

BELGIUM

(33/68) Tractors and Equipment for SHAPE. March 8. E.S.B. 6802/68.*

BRAZIL

(31/68) Electrical Equipment for Companhia Auxiliar de Empresas Electricas. March 25. E.S.B. 6095/68.

BURMA

(31/68) Electrical Supplies for Electricity Supply Board. April 11. E.S.B. 6082/68.*
Government Dockyard:
(31/68) Miscellaneous Stores. March 15. E.S.B. 6087/68.*
(31/68) Steel; Workshop Equipment. March 1. E.S.B. 6088/68.*
Industrial Development Corporation:
(31/68) Valves and Transistors. March 11. E.S.B. 6063/68.*
(31/68) Pumps. March 30. E.S.B. 6080/68.*
(33/68) Power Station Auxiliary Equipment. Closing date postponed to February 29. E.S.B. 932/68.*
(31/68) Bits and Reamer Shells for Irrigation Department. March 4. E.S.B. 6079/68.*
Myanma Export/Import Corporation:
(31/68) Tin Tagger. March 1. E.S.B. 6076/68.*
(31/68) Ink Pads. March 1. E.S.B. 6077/68.*
(31/68) Pencils. March 1. Tender documents now available. E.S.B. 6078/68.*
(34/68) Marine Engines; Auxiliary Lighting Generator. March 14. E.S.B. 6824/68.*
(34/68) Ships' Electrical Stores. March 11. E.S.B. 6825/68.*
(34/68) Paper and Strawboard. March 18. E.S.B. 6827/68.*
(34/68) Steel. March 18. E.S.B. 6828/68.*
(34/68) Metal; Iron Pipes and Fittings; Welding Materials; Wire. March 18. E.S.B. 6831/68.*
People's Electro-Mechanical Services:
(33/68) Coil Winding Machine. March 13. E.S.B. 6822/68.*
(34/68) Vacuum Gauge. March 11. E.S.B. 6821/68.*
(34/68) Welding Equipment. March 11. E.S.B. 6826/68.*
People's Oil Industry:
(31/68) Valves. March 30. E.S.B. 6064/68.*
(31/68) Trucks. March 15. E.S.B. 6065/68.*
(33/68) Drilling Machine. April 15. E.S.B. 6820/68.*
(34/68) Disc Wheel. April 15. E.S.B. 6829/68.*
(36/68) Cement for Rangoon Municipal Corporation. March 31. E.S.B. 7464/68.*
(34/68) Communications Equipment for Union of Burma Railway Board. March 28. E.S.B. 6830/68.*

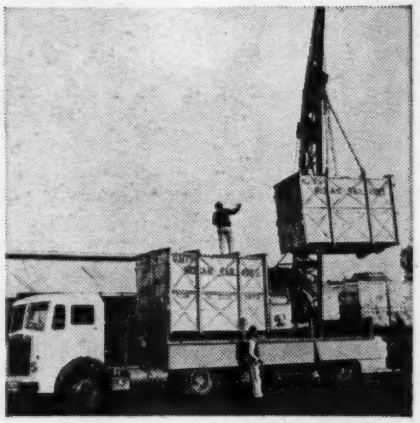
CEYLON

Government Stores Department:
(34/68) Typewriters. Closing date not known. E.S.B. 6861/68.
(35/68) Khaki Drill. April 2. E.S.B. 7434/68.
(35/68) Cataract Spectacles for Department of Health. March 26. E.S.B. 7431/68.
(32/68) Dyes; Chemicals for Department of Rural Development and Small Industries. March 16. E.S.B. 6615/68.*

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues costs only £10 10s.*

The **Export Service Bulletin** *is available only to individuals resident and firms registered and carrying on business in the United Kingdom.*

If you would like a specimen copy get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7058, Telex 886143, AB: Bothillgate, Ldn.) mentioning the products or countries of special interest to you.



An important development in the recent history of rail transport in India has been the introduction of 'door to door' container service for the movement of goods. The container is generally designed so that it can be rolled from the railway wagons onto a trailer and vice-versa. The new system is being tried out on the Northern Railway and for the purpose Indian Railways have acquired a fleet of 13 Leyland Comet tractors.

(35/68) Wood Impregnation Plant for Forestry Department. April 1. E.S.B. 7432/68.*
(35/68) Typewriters for Ministry of Finance. April 30. E.S.B. 7433/68.
(31/68) Electrical Supplies for Ministry of Land, Irrigation and Power. May 6. E.S.B. 6094/68.*

COLOMBIA

(33/68) Television Equipment for Instituto Nacional de Radio y Television. Closing date postponed to March 20. E.S.B. 45908/67.

°CYPRUS

(35/68) Architectural Project for Ministry of Communications and Works. (Pre-registration.) March 10. E.S.B. 7364/68.*
(32/68) Postal Stationery for Treasury. March 9. E.S.B. 6091/68.*

ETHIOPIA

(34/68) Radio Equipment for Civil Aviation Administration. March 15. E.S.B. 6862/68.*

FORMOSA

Central Trust of China:
(31/68) Balances. March 6. E.S.B. 6033/68.*
(31/68) Generating Sets. March 6. E.S.B. 6036/68.*
(31/68) Fork-lift Trucks. March 6. E.S.B. 6037/68.*
(31/68) Iron and Steel Welding Electrodes. March 9. E.S.B. 6038/68.*
(32/68) Steel Plate. March 7. E.S.B. 6028/68* and 6029/68.*
(34/68) Tractor Tyres; Climatic Test Chamber. March 16. E.S.B. 6881/68.*
(34/68) Telex Power Supply System. March 18. E.S.B. 6890/68.*
(34/68) Textile Machinery. March 15. E.S.B. 6891/68.*
(34/68) Automatic Time Stamps. March 14. E.S.B. 6892/68.*
(34/68) Motor Starter. March 15. E.S.B. 6893/68.*
(34/68) Wire Rope. March 15. E.S.B. 6894/68.*
(34/68) Marine Diesel Engines. March 16. E.S.B. 6864/68.*
(34/68) Generating Unit. March 25. E.S.B. 6865/68.*
(34/68) Nylon Rope. March 19. E.S.B. 6866/68.*

(*Continued on page* 631)

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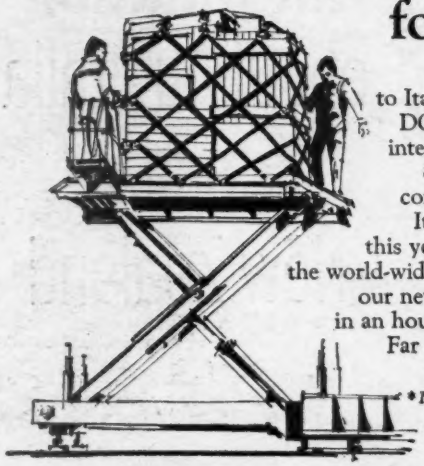

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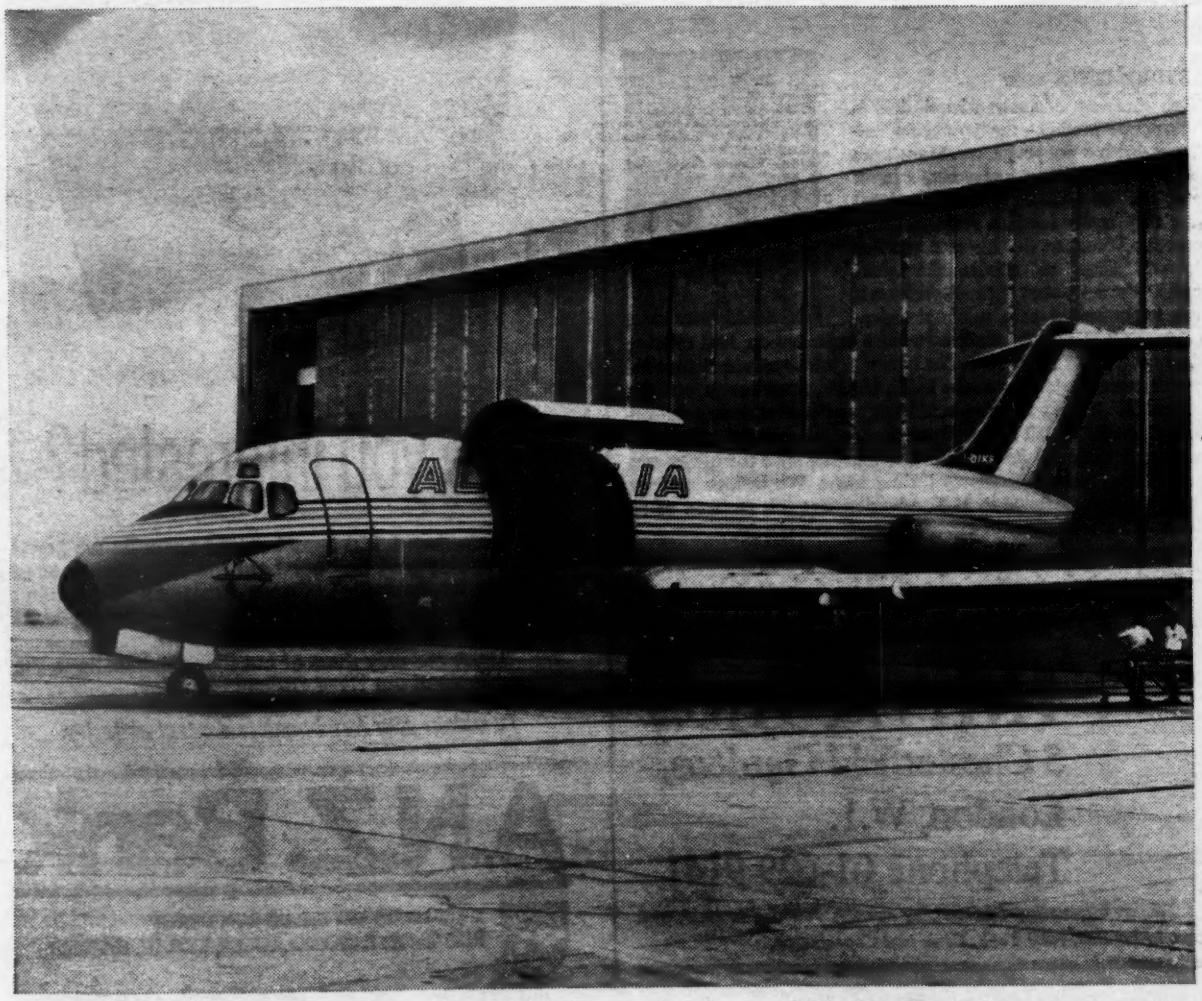

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(34/68) Grab Buckets. March 15. E.S.B. 6869/68.*
(34/68) Testing Apparatus. March 19. E.S.B. 6882/68.*
(34/68) Textile Plant Equipment. March 19. E.S.B. 6883/68.*
(34/68) Aluminium Alloys. March 18. E.S.B. 6884/68.*
(34/68) Lighting Fixtures and Conduit Fittings. March 19. E.S.B. 6885/68.*
(34/68) Fork-lift Truck. March 18. E.S.B. 6886/68.*
(34/68) Tape-making Machinery. March 16. E.S.B. 6867/68.*
(34/68) Carrier Terminal. March 18. E.S.B. 6868/68.*
(35/68) Marine Diesel Engine and Generator. March 13. E.S.B. 7427/67.*
(35/68) Steel Tyres and Solid Wheels. March 7. E.S.B. 7429/68.*

GERMANY, FEDERAL REPUBLIC OF

(32/68) Towels for Posttechnisches Zentralamt. (Further Information.) Tender documents now available. E.S.B. 5806/68.*

GREECE

(32/68) Engine Spare Parts for Civil Aviation Directorate. March 9. E.S.B. 6621/68.*
(34/68) Machine Tools for Ministry of Trade. (Further Information.) E.S.B. 24225/67.
Public Power Corporation:
(32/68) Oil-cleaning Apparatus. March 13. E.S.B. 6643/68.
(32/68) Switches. March 15. E.S.B. 6644/68.
(32/68) Condensers. March 20. Tender documents now available. E.S.B. 6645/68.

HONG KONG

Tender Board, Colonial Secretariat:
(34/68) Maternity Pads. April 19. E.S.B. 6872/68.*
(34/68) Surgical Dressings. April 19. E.S.B. 6871/68.*

INDIA

(33/68) Mercury Fulminate Plant for Director-General of Supplies and Disposals. (Further Information.) E.S.B. 3168/68.*
(35/68) Transformers for Haryana State Electricity Board. March 18. E.S.B. 7450/68.
(35/68) Soaking Pits for Hindustan Steel Ltd. (Further Information.) Closing date postponed to April 15. E.S.B. 44003/68.
(36/68) Load Despatch Equipment for Koyna Hydro-Electric Project. (Further Information.) Tender documents now available. E.S.B. 45120/67.*
(32/68) Circuit-breakers; Metering Equipment; Reclosers for Madhya Pradesh Electricity Board. (Further Information.) The closing date has been postponed to February 28, 1968. E.S.B. 986/68.
(33/68) Generating Sets for Rajasthan State Electricity Board. March 26. E.S.B. 6818/68.
(35/68) Transformers for U.P. State Electricity Board. (Further Information.) It is understood that the source of foreign exchange for transformers is not yet decided. E.S.B. 1648/68.*
West Bengal State Electricity Board:
(33/68) Butterfly Valves. March 25. E.S.B. 6692/68.*
(36/68) Construction of Transmission Line. (Further Information.) Closing date extended to March 7. Tender documents now available. E.S.B. 41649/67.*

IRAQ

(33/68) Truck-mounted Crane for Government Oil Refinery Administration. March 16. E.S.B. 6688/68.
Iraqi Ports Administration:
(33/68) Portable Manhole Ventilators. March 14. E.S.B. 6682/68.
(33/68) Welding Wires. March 7. E.S.B. 6683/68.
Ministry of Communications:
(33/68) Fuse Mounting and Arresters. March 16. E.S.B. 6689/68.
(33/68) Radio Relay Equipment for Ministry of Defence. March 19. E.S.B. 5836/68.
Ministry of Health:
(33/68) Dextran Solution. March 17. E.S.B. 6685/68.
(33/68) Surgical Instruments. March 31. E.S.B. 6686/68.
(33/68) Water Supply for Ministry of Municipalities and Works. April 2. E.S.B. 6819/68.
(33/68) Chemicals; Laboratory Equipment for Mosul Sugar Factory Administration. March 20. E.S.B. 6677/68.
(33/68) Telephone Exchange for University College March 9. E.S.B. 6687/68.

IRISH REPUBLIC

(35/68) Sewerage Scheme for Cavan County Council. March 25. E.S.B. 7426/68.

KENYA

(35/68) Satellite Communications Ground Station for East African External Telecommunications Co. (Further Information.) E.S.B. 31310/67.

LEBANON

(36/68) Telegraph Poles for Lebanese State Railways. March 20. E.S.B. 7476/68.*
(34/68) Municipal Vehicles for Municipality of Beirut. March 27. E.S.B. 6832/68.

LIBYA

Department of Public Works:
(35/68) Construction of Police Stations with Houses. March 25. E.S.B. 6898/68.
(35/68) Construction of Police Stations with Houses. March 18. E.S.B. 6899/68.
(35/68) Construction of Police Stations with Houses. March 11. E.S.B. 6900/68.
(35/68) Construction of Police Stations with Houses. March 25. E.S.B. 7401/68.
(35/68) Construction of Police Stations with Houses. March 18. E.S.B. 7402/68.
(35/68) Construction of Police Stations with Houses. March 11. E.S.B. 7403/68.
(35/68) Uniform Caps for Ministry of Finance. March 11. E.S.B. 7409/68.

MALAGASEY REPUBLIC

(31/68) Hospital Supplies for Direction Administrative des Services Sanitaires et Medicaux. March 25. E.S.B. 6061/68.*

MALAYSIA

(36/68) Construction of Canals and Dams for Drainage and Irrigation Department. March 29. E.S.B. 7439/68.*
(36/68) Laboratory Supplies for Ministry of Agriculture and Co-operative. March 11. E.S.B. 7448/68.*
(32/68) Cables; Jumper Wire for Telecoms Stores and Workshops. March 7. E.S.B. 6630/68.*

MALTA

(34/68) Electric Meters for Electricity Board. March 12. E.S.B. 7413/68.*
Treasury:
(32/68) Plastic Baskets. (Further Information.) E.S.B. 5890/68.*
(34/68) Raincoats. March 14. E.S.B. 6852/68.*
(34/68) Refuse Collection Vehicles. March 14. E.S.B. 6853/68.*
(34/68) Boots. March 14. E.S.B. 6857/68.*
(34/68) Duplicator Paper. March 14. E.S.B. 6856/68.*
(34/68) Refrigeration Equipment. March 14. E.S.B. 6854/68.*
(34/68) Injections. March 14. E.S.B. 6855/68.*

MEXICO

(36/68) Water Treatment Plant for Mexican Federal Electricity Commission. March 14. E.S.B. 7446/68.*

MOZAMBIQUE

Ports, Railways and Transport Department:
(36/68) Electrical Materials. March 21. E.S.B. 7461/68.*
(36/68) Asphalt. March 18. E.S.B. 7462/68.*
(36/68) Brake, Clamps and Joints. March 22. E.S.B. 7458/68.*
(36/68) Locomotive Inspection Car and Automatic Coupler Spare Parts. April 4. E.S.B. 7459/68.*
(36/68) Steel Wear Plates. March 25. E.S.B. 7460/68.*
(36/68) Air-conditioning and Water Cooling Unit Spare Parts. March 20. E.S.B. 7451/68.*
(36/68) Galvanized Spikes. March 6. E.S.B. 7453/68.*
(36/68) Springs. March 21. E.S.B. 7455/68.*
(36/68) Drivebelts; Springs. April 5. E.S.B. 7456/68.*
(36/68) Roller Bearings. March 6. E.S.B. 7457/68.*

NEW ZEALAND

General Post Office:
(32/68) Electrical Instruments. March 14. E.S.B. 6609/68.*
(32/68) Shield Cans. March 15. E.S.B. 6633/68.*
(35/68) Transparent Plastic Sheet and Vulcanized Fibre Sheet. March 19. E.S.B. 7436/68.*
(36/68) Clips. March 18. E.S.B. 7437/68.*
(34/68) Hole Digging and Erecting Machine for Municipal Electricity Department. March 18. E.S.B. 7411/68.*

PAKISTAN

(33/68) Diesel Engines for East Pakistan Agricultural Development Corporation. (Further Information.) Closing date postponed to February 26. E.S.B. 980/68.*
(32/68) Chemicals for East Pakistan Industrial Development Corporation. March 16. E.S.B. 6604/68.*
Government of East Pakistan:
(32/68) Vehicle. March 7. E.S.B. 6605/68.*
(36/68) Vehicle and Power Unit Spare Parts. March 14. E.S.B. 7449/68.*
(32/68) Laboratory Equipment for Research and Test Laboratory (WAPDA). March 15. E.S.B. 6631/68.

PERU

(33/68) Storage Batteries and Chargers for Empresa Electricas Asociades. March 11. E.S.B. 6697/68.

SAUDI ARABIA

(34/68) Construction of Road for Ministry of Communications. (Further Information.) Closing date postponed to March 30. E.S.B. 46172/67.

SINGAPORE, REPUBLIC OF

(34/68) Science and Laboratory Equipment for Central Supplies Office. March 27. E.S.B. 6880/68.*

SOUTH AFRICA

Cape Provincial Tender Board:
(34/68) Textiles. March 8. E.S.B. 6875/68.*
(34/68) Handtools. March 8. E.S.B. 6876/68.*
(34/68) Paper. March 12. E.S.B. 6877/68.*
(34/68) Tape. March 12. E.S.B. 6878/68.*
(34/68) Laboratory Supplies. March 15. E.S.B. 6879/68.*
(34/68) Water Pipeline for City Engineer's Department. Closing date not stated. E.S.B. 6896/68.
(34/68) Front End Loaders for State Tender Board. March 7. E.S.B. 6874/68.*

SPAIN

(32/68) Desalination Plant for Direccion General de Obras Hidraulicas. April 16. E.S.B. 6611/68.
(32/68) Dump Scow for Ministerio de Obras Publicas. March 22. E.S.B. 6616/68.

SUDAN

(32/68) Workshop Machinery and Tools for Central Electricity and Water Corporation. March 18. E.S.B. 6100/68.*

(Continued on next page)

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Small electronic components being tropicalized at Monderton Company Ltd.'s London warehouse prior to despatch to Zambian storage.

(32/68) Pipes for Ministry of Works. March 23. E.S.B. 6099/68.*
(31/68) Railway Wagons for Sudan Railways. (Further Information.) Closing date postponed to April 18. E.S.B. 4477/68.*

TANZANIA

(34/68) Municipal Vehicles and Equipment for City Council of Dar es Salaam. April 5. E.S.B. 6837/68.*

(34/68) Construction of Manholes and Joint Boxes for East African Posts and Telecommunications Corporation. March 29. E.S.B. 6839/68.

THAILAND

(32/68) Blue Print Printing Machine for Port Authority of Thailand. March 8. E.S.B. 6540/68.
Provincial Electricity Authority:
(34/68) Bolts, Nuts, Washers and Screws. March 6. E.S.B. 6811/68.*
(34/68) Cable. March 7. E.S.B. 6812/68.*
(36/68) Grounding Hardware. March 8. E.S.B. 7443/68.*
(36/68) Wire Rope for Royal Irrigation Department. March 6 E.S.B. 7441/68.*
State Railway of Thailand:
(34/68) Steel Plate. March 20. E.S.B. 6808/68.
(36/68) Bolts and Nuts, Screws and Rivets. March 22. E.S.B. 7440/68.*
(33/68) Television Transmitting Station for Thai Television Company. (Further Information.) Closing date has been postponed indefinitely. It is understood that minor revision of certain technical aspects of the specification may result. E.S.B. 46185/67.*

TUNISIA

(31/68) Thermal Power Station for La Societe Tunisienne de L'Electricite et du Gaz. (Advance Information.) E.S.B. 6602/68.*

TURKEY

Turkiye Radyo ve Televizyon Kurumu:
(34/68) Broadcasting Station Equipment. May 15. E.S.B. 6816/68.*
(34/68) Broadcasting Station Equipment (1). April 8. E.S.B. 6815/68.*
(34/68) Broadcasting Station Equipment (2). April 8. E.S.B. 6817/68.*

UNITED ARAB REPUBLIC (EGYPT)

Egyptian Railways:
(34/68) Ball Bearings. March 26. E.S.B. 6851/68.
(34/68) Nickel Shot. March 16. E.S.B. 6843/68.
(34/68) Ball Bearings. March 20. E.S.B. 6849/68.
(34/68) Ferro Molybdenum and Ferro Manganese. March 20. E.S.B. 6844/68.
(36/68) PVC Brush Fillings. March 21. E.S.B. 6850/68.

UGANDA

(32/68) Construction of Secondary Schools for Uganda Government Central Tender Board. (Prequalification Information.) E.S.B. 6614/68.

URUGUAY

(32/68) Electrophoresis Apparatus for Faculty of Medicine. First call March 18, Second call March 28. E.S.B. 6622/68.
(32/68) Construction of Industrial Cheese Plant for State Dairy Co-operative. (Further Information.) Closing date now announced as April 15. E.S.B. 3500/68.
State Electricity Board:
(32/68) Telephone Equipment. First call March 14, Second call March 19. E.S.B. 6629/68.*
(32/68) Telephone Cable. First call March 29, Second call April 4. E.S.B. 6624/68.*
(32/68) Iron Wire. First call March 28, Second call April 2. E.S.B. 6625/68.*
(32/68) Pumping Equipment. First call March 27, Second call April 3. E.S.B. 6626/68.*
(32/68) Metal Matrices. First call March 5, Second call March 11. E.S.B. 6627/68.*
State Oil and Alcohol Monopoly:
(32/68) Lubricant Additives. (Further Information.) Tender documents now available. E.S.B. 4915/68.*
(32/68) Power Transformers. (Further Information.) Tender documents now available. E.S.B. 4916/68.*

UNITED STATES OF AMERICA

Corps of Engineers:
(33/68) Turbines. March 19. E.S.B. 6693/68.*
(34/68) Hydraulic Turbines. (Further Information.) E.S.B. 3482/68.*

VIETNAM

(35/68) Bakery and Confectionery Manufacturing Plant for Industrial Development Centre. April 1. E.S.B. 7425/68.*

Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.**†

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 427, Telex 886143, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Abu Dhabi
(31/68) Agency inquiry for arabic typewriters. E.S.B. 3658/68.

Algeria
(32/68) Inquiry for shoe polishes. E.S.B. 6600/68.

Australia
(32/68) Agency inquiry for dried vegetables; fish meal; rock salt; stock foods and stock food additives. E.S.B. 4658/68.
(32/68) Agency inquiry for hydraulic pumps; valves and cylinders. E.S.B. 6963/68.
(34/68) Agency inquiry for bed-linen and blankets. E.S.B. 44897/67.
(34/68) Agency inquiry for metering equipment; pumps. E.S.B. 6513/68.
(32/68) Inquiry for hydraulic pumps. E.S.B. 6403/68.
(33/68) Manufacture under licence – heating units. E.S.B. 6485/68.
(33/68) Store buyers to visit Britain. E.S.B. 1253/68.

Austria
(31/68) Inquiry for abrasive paper and primers; cleaning sponges and materials; heating stoves; filling and packaging machinery and materials; milk-can emptying and washing plant; paint stripping materials. E.S.B. 5779/68.
(31/68) Inquiry for radiators. E.S.B. 5190/68.
(33/68) Inquiry for typewriter ribbon spool manufacturing plant. E.S.B. 4805/68.

† For further details of the 'Export Service Bulletin' see page 628.

Austria/Hungary
(32/68) Trade Agreement.

Bahamas
(32/68) Inquiry for cotton fabric and thread; fibre suitcases; men's, women's and children's clothing; plastic wallets and purses. E.S.B. 6148/68.
(35/68) Inquiry for dry cleaning machines; pressing machines. E.S.B. 7371/68.
(36/68) Inquiry for confectionery. E.S.B. 41047/67.

Barbados
(32/68) Agency inquiry for animal feed meals; bottle cases; domestic appliances; electric organs; fats and tallow; foodstuffs; metal furniture; paper products. E.S.B. 45531/67.

Belgium
(36/68) Agency inquiry for cosmetics and toiletries; hairdressing products; household cleaning products. E.S.B. 44395/67.

Bolivia
(31/68) Agency inquiry for rails. E.S.B. 5443/68.

Brazil
(33/68) Agency inquiry for compressors. E.S.B. 6248/68.
(33/68) Inquiry for airport equipment. E.S.B. 27311/67.
(33/68) Inquiry for educational television equipment. E.S.B. 14095/67.

Brunei
(36/68) Agency inquiry for building materials. E.S.B. 4693/68.

Canada
(33/68) Agency inquiry for biscuits and confectionery; canned meats; jams and marmalades. E.S.B. 5314/68.
(33/68) Agency inquiry for generators. E.S.B. 6402/68.
(34/68) Agency inquiry for drawing office supplies; scientific and engineering instruments; skiing equipment; yachting equipment and hardware. E.S.B. 5665/68.
(34/68) Agency inquiry for drug store sundries; confectionery; giftware; school supplies. E.S.B. 1778/68.
(31/68) Inquiry for air conditioning equipment. E.S.B. 3086/68.
(31/68) Inquiry for cold rolled steel; cookware handles and knobs. E.S.B. 6304/68.
(32/68) Inquiry for gate and globe valves. E.S.B. 5423/68.
(34/68) Inquiry for laboratory equipment; machine shop equipment. E.S.B. 6335/68.
(35/68) Inquiry for carpets and rugs; china; children's clothing; children's furniture; electrical appliances; leather goods; shoes; sports goods; woollen piece-goods. E.S.B. 4250/68.
(35/67) Inquiry for confectionery. E.S.B. 5228/68.

Canary Islands
(35/68) Agency inquiry for confectionery; foodstuffs. E.S.B. 42909/67.

Ceylon
(32/68) Inquiry for cotton de-linters; seed heater equipment. E.S.B. 5758/68.

Curacao
(34/68) Agency inquiry for lawn mowers. E.S.B. 46058/67.
(31/68) Inquiry for clothing; novelties. E.S.B. 6314/68.
(31/68) Inquiry for giftware. E.S.B. 6305/68.
(35/68) Inquiry for aluminium roof covering; translucent glass decoration. E.S.B. 6440/68.

Denmark
(33/68) Agency inquiry for garden tools. E.S.B. 4732/68.
(33/68) Agency inquiry for valves. E.S.B. 4814/68.
(34/68) Inquiry for lid clamps. E.S.B. 6505/68.

Denmark/Portugal
(35/68) Trade Agreement.

Ethiopia
(35/68) Agency inquiry for agricultural equipment and implements; boilers; building materials; chemicals and dyestuffs; construction equipment; crushing and screening plants; diesel engines; fertilizers; flour milling machinery; irrigation equipment and pumps; mechanical handling equipment; refrigeration equipment; rubber and plastics raw materials. E.S.B. 45288/67.

Finland
(33/68) Agency inquiry for cutlery; holloware; kitchen gadgets; leather; smokers requisites. E.S.B. 5583/68.
(34/68) Agency inquiry for refractory bricks and linings. E.S.B. 6558/68.
(35/68) Agency inquiry for brake drums; car rugs. E.S.B. 2287/68.
(33/68) Inquiry for hospital cleaning materials; hypodermic syringes and needles. E.S.B. 5420/68.

Formosa
(33/68) Agency inquiry in respect of generators; tractors; trucks; welding plant. E.S.B. 44698/67.

France
(31/68) Agency inquiry for marine supplies and equipment. E.S.B. 5357/68.
(32/68) Agency inquiry for coldroom equipment. E.S.B. 6101/68.
(32/68) Agency inquiry for non-mechanical building materials and accessories. E.S.B. 3394/68.
(33/68) Agency inquiry for PVC foam; plastic coated fabrics. E.S.B. 5797/68.
(33/68) Agency inquiry for toys. E.S.B. 6416/68.
(34/68) Agency inquiry for chemicals; laboratory apparatus and equipment; laboratory glassware. E.S.B. 5979/68.

(34/68) Agency inquiry for electronic components; measuring instruments. E.S.B. 38558/67.
(35/68) Agency inquiry for machine tools. E.S.B. 6586/68.
(35/68) Agency inquiry for paper industry felts and wires. E.S.B. 6733/68.
(31/68) Inquiry for cage birds. E.S.B. 5541/68.
(31/68) Inquiry for garden equipment; hand tools and equipment; prefabricated swimming pools; windows and doors; wooden panels. E.S.B. 6221/68.
(32/68) Inquiry for furniture. E.S.B. 6599/68.
(32/68) Inquiry for industrial filters. E.S.B. 46377/67.
(32/68) Inquiry for leather. E.S.B. 6417/68.
(34/68) Market report on electro-medical equipment. E.S.B. 4647/68.

France/Eastern Germany
(35/68) Trade Agreement.

France/Spain
(35/68) Trade Agreement.

France/Switzerland
(35/68) Trade Agreement.

Germany, Federal Republic of
(32/68) Agency inquiry for canning machinery. E.S.B. 6504/68.
(32/68) Agency inquiry for chemical machinery and equipment; foodstuffs machinery and equipment. E.S.B. 1590/68.
(32/68) Agency inquiry for printing machine. E.S.B. 4533/68.
(33/68) Agency inquiry for transceiver equipment. E.S.B. 6139/68.
(35/68) Agency inquiry for medical, technical and laboratory equipment. E.S.B. 6128/68.
(34/68) Inquiry for contractors plant. E.S.B. 2901/68.
(35/68) Inquiry for accumulators. E.S.B. 1591/68.
(35/68) Inquiry for coffee and tea services; giftware. E.S.B. 7373/68.
(35/68) Inquiry for shrink tunnels. E.S.B. 6418/68.
(35/68) Inquiry for tension spring steel strip. E.S.B. 7267/68.
(36/68) Inquiry for lambskin velour leather. E.S.B. 7621/68.
(36/68) Inquiry for leather. E.S.B 7520/68.
(36/68) Inquiry for metal fasteners; steel sheet. E.S.B. 7318/68.
(36/68) Manufacture under licence – plastic products. E.S.B.. 7642/68.

Ghana
(32/68) Inquiry for automotive tools. E.S.B. 6234/68.

Greece
(35/68) Inquiry for arc welding equipment; contractors plant; electric furnace; gauge; hand tools; machine tools. E.S.B. 6672/68.

Guyana
(32/68) Agency inquiry for hardware; linoleum; nuts and bolts; plastic holloware; PVC sheeting; textile fabrics; women's clothing. E.S.B. 1545/68.

Hong Kong
(36/68) Inquiry for adhesive tape; insecticides; pharmaceuticals; rubber gloves; hot water bottles; toiletries and cosmetics; tooth brushes. E.S.B. 7641/68.

India
(33/68) Inquiry for lock-making machinery. E.S.B. 6296/68.

Irish Republic
(31/68) Agency inquiry for milk coolers. E.S.B. 6126/68.
(35/68) Agency inquiry for packaging machinery; storage racking. E.S.B. 7126/68.
(32/68) Inquiry for gramophone recording services. E.S.B. 5135/68.
(34/68) Inquiry for boat fittings; building materials; furniture fittings; hand tools; power tools. E.S.B. 43097/67.

Israel
(32/68) Agency inquiry for automotive fuel pumps. E.S.B. 6203/68.
(34/68) Agency inquiry for diabetic confectionery. E.S.B. 6711/68.
(34/68) Agency inquiry for water chlorinator apparatus. E.S.B. 37183/67.
(35/68) Agency inquiry for electronic security alarm system. E.S.B. 17244/66.
(33/68) Inquiry for textile fabrics. E.S.B. 7096/68.
(36/68) Inquiry for snow ploughs; transmitting/receiving equipment. E.S.B. 7175/68.

Italy
(31/68) Agency inquiry for asbestos engine covers; car floor pads. E.S.B. 36641/67.
(31/68) Agency inquiry for ferrous and non-ferrous metal sheets, strips and coils; pig iron. E.S.B. 6140/68.
(35/68) Agency inquiry for babies baths; babies chairs; babies plate sets. E.S.B. 7289/68.
(35/68) Agency inquiry for marine gas turbines. E.S.B. 125/68.
(36/68) Agency inquiry for hospital and laboratory apparatus. E.S.B. 7260/68.
(32/68) Inquiry for chemicals. E.S.B. 6312/68.
(32/68) Inquiry for marine chains. E.S.B. 5444/68.
(32/68) Inquiry for nylon yarns. E.S.B. 6401/68.
(35/68) Manufacture under licence in Britain – plastic bottle stoppers. E.S.B. 7244/68.

Italy/Japan
(36/68) Trade Agreement.

Jamaica
(32/68) Inquiry in respect of glass working machinery. E.S.B. 5652/68.
(34/68) Manufacture under licence – cosmetics; toilet preparations. E.S.B. 45070/67.

Japan
(33/68) Agency inquiry for stencil correction fluid. E.S.B. 6298/68.
(35/68) Store Promotions. I.D. 3620.

Kenya
(35/68) Inquiry for horticultural equipment. E.S.B. 6471/68.
(31/68) Manufacture under licence – tanning machinery and materials. E.S.B. 46644/67.
(33/68) Inquiry for automatic wrapping machine. E.S.B. 4008/68.

Kuwait
(35/68) Agency inquiry for sewage complexes. E.S.B. 6971/68.

Libya
(34/68) Agency inquiry for foodstuffs. E.S.B. 34502/67.
(35/68) Agency inquiry for men's clothing. E.S.B. 7191/68.

Malawi
(31/68) Inquiry for bituminised paper. E.S.B. 5923/68.
(31/68) Inquiry for women's dresses and suits. E.S.B. 5782/68.

Malaysia
(34/68) Inquiry for capsule-filling machinery and capsules. E.S.B. 5435/68.

Malta
(33/68) Agency inquiry for art reproductions; giftware and novelties; household decorative items and handicrafts; picture frames. E.S.B. 6146/68.
(34/68) Agency inquiry for canned and packed foodstuffs. E.S.B. 45723/67.

Mexico
(33/68) Agency inquiry for food specialities; packaging machinery; textile machinery accessories. E.S.B. 46421/67.
(32/68) Inquiry in respect of engineering designs; forging plant. E.S.B. 6861/67.

New Zealand
(33/68) Agency inquiry for television equipment; X-ray equipment. E.S.B. 1992/68.
(36/68) Agency inquiry for flannel sheeting; textile piece-goods; towelling. E.S.B. 4234/68.
(32/68) Inquiry for chemicals. E.S.B. 6341/68.
(32/68) Inquiry for protective clothing. E.S.B. 6501/68.

Norway
(31/68) Agency inquiry for suitings and overcoatings. E.S.B. 5934/68.
(35/68) Agency inquiry for hosiery machinery. E.S.B. 6177/68.

Saudi Arabia
(31/68) Inquiry for ceiling and table electric fans. E.S.B. 4637/68.
(33/68) Inquiry for office furniture; office machines. E.S.B. 5335/68.
(33/68) Inquiry for steel pipes; uniforms. E.S.B. 45889/67.
(35/68) Inquiry for identity card printing machine. E.S.B. 6999/68.

Sierra Leone
(34/68) Agency inquiry for cotton wool; lints and bandages; penicillin and streptomycin. E.S.B. 6310/68.
(35/68) Agency inquiry for men's shirts. E.S.B. 6737/68.

South Africa
(31/68) Agency inquiry for automotive components and allied motor industry products. E.S.B. 5241/68.
(33/68) Agency inquiry for bathroom equipment; gas and water pipes; iron tube and pipe fittings; screws. E.S.B. 5584/68.
(35/67) Inquiry for home workshop machines; machine shop accessories; small bench lathes; tool makers supplies. E.S.B. 42965/67.

Spain
(35/68) Inquiry for printing equipment. E.S.B. 5959/68.

Sweden
(34/68) Agency inquiry for filter insertions; forgings; moulds and castings; steel mill rolls; wire. E.S.B. 5582/68.
(33/68) Gothenburg, Gulins major store promotion.
(34/68) Inquiry for electric motors. E.S.B. 6734/68.

Switzerland
(33/68) Agency inquiry for electrical and electronic components. E.S.B. 6377/68.
(36/68) Agency inquiry for leather clothing. E.S.B. 6421/68.
(31/68) Inquiry for plastic hose; step ladders. E.S.B. 6303/68
(31/68) Inquiry for polyester film. E.S.B. 5937/68.
(32/68) Inquiry for metal scooters. E.S.B. 6307/68.
(34/68) Inquiry for hairdressers' equipment, and supplies. E.S.B. 7165/68.
(34/68) Inquiry for leather. E.S.B. 6439/68.

Trinidad & Tobago
(32/68) Agency inquiry for ceramic floor tiles. E.S.B. 6322/68.
(33/68) Agency inquiry for footwear. E.S.B. 6299/68.
(36/68) Inquiry for aerated water bottles. E.S.B. 7613/68.

Turkey
(31/68) Inquiry for cold storage plant. E.S.B. 6247/68.
(32/68) Inquiry for airport installations and equipment; de-icing and snow clearing machinery and equipment; radar equipment. E.S.B. 6328/68.
(33/68) Inquiry for marble cutting machines. E.S.B. 6585/68.

Uganda
(32/68) Agency inquiry for cosmetics; foodstuffs; pharmaceuticals. E.S.B. 2323/68.
(32/68) Inquiry for luxury foodstuffs; sea foods. E.S.B. 6596/68.
(35/68) Inquiry for bedspreads; carpets; carpet fittings. E.S.B. 7363/68.

United States of America
(31/68) Cosmetics and toiletries. E.S.B. 1037/68.
(32/68) Inquiry for cathode ray tubes. E.S.B. 6123/68.
(32/68) Inquiry for extruded copper tubing. E.S.B. 5087/68.
(32/68) Inquiry for machine tools. E.S.B. 6392/68.
(33/68) Inquiry for steel rod. E.S.B. 6242/68.
(34/68) Inquiry for steel angles. E.S.B. 6578/68.
(34/68) Inquiry for steel bars. E.S.B. 6516/68.
(34/68) Inquiry for wool knitting yarns. E.S.B. 44833/67.
(35/68) Inquiry for handtools; machine tools. E.S.B. 6514/68.
(36/68) Inquiry for pewter tankards. E.S.B. 7605/68.

Venezuela
(32/68) Inquiry for second-hand drawings and cabling machinery E.S.B. 6486/68.

Yugoslavia
(32/68) Agency inquiry for agricultural implements; garage and service station equipment; motor accessories. E.S.B. 6500/68.
(35/68) Zagreb Autumn Fair. E.S.B. 1216/G.

Zambia
(34/68) Agency inquiry for children's clothing; footwear; handkerchiefs. E.S.B. 38239/67.
(35/68) Agency inquiry for mobile cranes. E.S.B. 6319/68.
(31/68) Inquiry for parquet flooring production equipment – further information. E.S.B. 5210/68.
(33/68) Inquiry for conductors; overhead line equipment. E.S.B. 6347/68.
(35/68) Inquiry for floor polish manufacturing machinery; paper making machinery; skin cream manufacturing machinery; tube filling machinery. E.S.B. 6714/68.

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in December 8 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of Board of Trade (see page 620 of this week's issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

Devaluation helps North American tour

ON his return from a three weeks' business tour of New York, Chicago and Barbados, Mr. Arthur Bryan, chairman and managing director of Josiah Wedgwood Ltd., reports that despite the political uncertainty in the United States, the prospects for fine china trade are extremely bright in that market.

'The Wedgwood Group's share of a growing market in the United States increased in 1967 and we fully expect the further increases in trade during 1968 which we have planned for.

'Devaluation will give added impetus to Wedgwood's drive in overseas markets and with increases in production coming from plant extensions in the group, the company is confident that increased demand can be met. Although deliveries in the home market in 1967 were difficult because of priorities given to export orders, Wedgwood and its subsidiaries expect this position to be corrected this year.'

Mr. Bryan has now left for a round-the-world business tour of Canada, where he will officially open the company's new showrooms and warehouses in Toronto, and Australia where he will spend nearly three weeks visiting the major Wedgwood customers in that market.

Australian trip

IT'S 'first stop Australia' for Stephen Rose, DAKS' export manager, who flew out of Heathrow Airport recently to start an export promotion tour, which includes Sydney, Melbourne and Hong Kong. DAKS, whose export last year topped £1½ million, are bent on taking every possible advantage of the recent devaluation to give their export sales an added boost during the first six months of 1968.

Attack on world markets

VALOR LIMITED, the Birmingham based group of companies whose products now span the complete domestic appliance market involving gas, electric and oil heaters, plastic baths and sanitaryware, electric lighting, petrol and battery lawnmowers and general garden equipment and slimming machines, launched their most powerful export drive during the first week of February.

February 5 was the departure date for Bill Husband, 30-year-old assistant to the marketing director and previously Valor's man in Japan. Mr. Husband is visiting Japan and other Far Eastern countries where Valor have an established foothold in the export market. In all, the 1968 campaign, a five-man team, will be extensively covering more than 50 countries

Mr. F. J. Elvy, chairman of the Cimex group of companies, returned from a recent visit to Czechoslovakia, Austria and Hungary with an optimistic report on trading prospects in Eastern Europe. The picture shows a demonstration of the Cimex Titan scrubbing machine, capable of covering 20,000 square feet in an hour, at the Hall of Technology in Pilsen. More than 250 people attended from factories, hospitals and schools.

and will be representing Valor in all continents at 13 international trade fairs.

Heading this massive attack on the world is Valor's Group export director Mr. A. A. A. Launder, who will personally visit 12 countries including Austria, Italy, France, Denmark, Sweden, Yugoslavia and Greece.

Four-country tour

A MASSEY-FERGUSON mobile training unit has begun a tour of Pakistan, Afghanistan, Turkey and Yugoslavia to provide on-the-spot training for farmers in machinery operation and maintenance.

The two-man crew from Massey-Ferguson (Export) Limited will travel more than 10,000 miles in the four countries during the next 10 months.

Their programme will complete a two-year tour in the Middle East and Southern Europe for the MF unit, which has been 'wintering' in Pakistan after visiting the Middle East countries last year.

The giant vehicle can be adapted as a classroom or cinema to seat up to 40 people. It is fully equipped with training aids including sectional models.

Some 50 town and village centres will be visited in the four countries. More advanced training courses in machinery repairs and mantenance will be held at some of them for MF distributor and dealer staffs.

South America sales tour

RECENTLY Mr. B. V. Robey, export sales representative of Scammell Lorries Ltd. left England on a three month sales tour of Central and South America. The tour, it is hoped, will result in important orders and also create added interest in Scammell products in this area.

Although it is still too early to give any definite sales forecasts, the trip has already resulted in inquiries for dump trucks and trailers in the Dominican Republic.

In the tour the following countries will be visited: Dominican Republic, Jamaica, Trinidad, Guyana, Brazil, Uruguay, Chile, Peru, Bolivia, Ecuador and Colombia.

African tour

MR. J. E. C. BAILEY, a director of Derbyshire Stone Limited, and chairman and managing director of the Baird & Tatlock Division of the Derbyshire Stone Group, left the United Kingdom on February 14, to visit Uganda, Kenya, South Africa and Mozambique. This tour ends on March 10.

Following this, on March 14, Mr. Bailey leaves for a further tour, including Bangkok, Teheran, Singapore, Manila and Australia, returning to the United Kingdom on April 6.

The Derbyshire Stone Group has many interests overseas, and Mr. Bailey's tours will be aimed at increasing exports of laboratory instruments, equipment and chemicals, manufactured by the Baird & Tatlock Division, by a concentrated effort of the branches and agents representing the organization in the territories concerned.

Visit to South Africa

A FOLLOW-UP visit to South Africa is being made by Alan Jobson, marketing manager of the Fire Engine Division of Dennis Brothers, whose deputy chairman – Mr. R. T. Barnfield – recently returned after an extensive tour of the territory.

Mr. Jobson, who left on February 10 for a two week stay in South Africa, is visiting Dennis distributors Ash Brothers of Johannesburg and will also meet a number of Fire Officers in other provinces.

African tour

MR. DAVID U. FOSTER, assistant managing director of Padley & Venables Ltd., left the United Kingdom to visit Zambia and South Africa.

Mr. Foster visited the company's subsidiary company, Padley & Venables (Central Africa) Ltd. in Ndola, to review the organization and to assess prospects for 1968-69. On January 29, he moved on to Johannesburg where he had discussions on the future development of P. & V's associate company, Padley & Venables (Africa) Pty. Ltd. He returned to the United Kingdom on February 3.

Padley & Venables Ltd. is the controlling company of the Padley & Venables Division of the Derbyshire Stone Group, and manufactures rock-drilling equipment, coal-mining tools, compressed air tool accessories, stainless steel and hard metal products.

Hardy Amies backs Britain

MR. HARDY AMIES has left on a world-wide mission to present new British designs to companies in the United States, Australia and New Zealand and complete the opening of 20 Hardy Amies shops for men across America.

His two-month tour involves design conferences with Hardy Amies United States – which markets the Hardy Amies total wardrobe for men in the United States; talks with Canadian manufacturers; a spectacular men's fashion show in Auckland; planning new business in Australia where his suits are already on sale; discussions in Mexico City on his designs for the British Olympics team and a major fashion symposium in New York for Esquire magazine.

In New Zealand Mr. Amies will present new British designs for his men's clothes, ties, handkerchiefs, hats, shirts and women's blouses.

From there he will go to Sydney for more design planning with his Australian suit manufacturer and negotiate the extension of his label to outerwear, ties and pyjamas.

His return flight will be a succession of 'touch-downs' to open Hardy Amies shops for men – in Honolulu, San Francisco, Los Angeles, Chicago and Detroit.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

Biggest export order since devaluation

Kingfisher (Lubrication) Ltd. of Meanwood Road, Leeds, have just landed their biggest single export order since devaluation. Five hundred thousand hydraulic grease nipples – 2 per cent of their annual output – are to be supplied to A. B. Indoma, Sweden, in direct competition with Swedish and European manufacturers.

This order is the direct result of a massive D-for-Devaluation Day Plus One Export sales exercise in the Kingfisher factory. The entire office staff and many from the shop floor were marshalled for the task of amending sales leaflets and packing and despatching special bundles of letters and brochures to more than 600 firms throughout the world.

At that time managing director Adrian K. Fisher said 'We intend doubling our export sales in 1968.' Today he says 'The company will soon be bulging at the seams with export orders. Devaluation has undoubtedly helped us. It has added a price advantage to our normal high quality of product and service which is making us virtually unbeatable in our field.'

Devaluation means £¼ million export orders

Export orders totalling £¼ million for their Devon-made industrial gas turbines have been received by Centrax Limited, Newton Abbot, following devaluation.

Chrysler-Australia contract

Herbert-Ingersoll Ltd., owned jointly by Alfred Herbert Ltd. and The Ingersoll Milling Machine Company, has won a substantial order from Chrysler-Australia Ltd., Adelaide, South Australia, for the design, manufacture, installation and start-up of a new advanced manufacturing system for the machining of engine blocks.

Order for Iran

English Electric's Mining and Metal Industries Division have won a contract worth some £800,000 for the complete electrical equipment for a rolling mill to be built at Ahwas, Iran, by the Ahwas Rolling and Pipe Mills Company. The installation has a reversing mill and a six stand hot continuous mill, and is designed for the output of steel strip and skelp.

The site at Ahwas has particularly arduous climatic conditions requiring sophisticated ventilation and cooling equipment, the company has designed equipment for this, based on world wide experience in steelworks construction.

Three of English Electric's factories will supply equipment for the Ahwas steelworks: Stafford, Kidsgrove and Liverpool. During negotiations with the Ahwas Rolling and Pipe Mills Company and the Brightside Foundry & Engineering Co. Ltd., who were awarded the contract for the mechanical equipment, Mr. F. W. Eske, consulting engineer of London, adjudicated on the many specifications, for technical merit.

£400,000 project on stream

Vickers-Zimmer, the chemical engineering company of the Vickers Group, announce that the £400,000 town gas plant designed and erected for the Brisbane Gas Company, Australia, came on stream successfully, and to the complete satisfaction of their customer.

£1¼ million order for Korea

Mirrlees National Ltd. of Stockport, a Hawker Siddeley Diesel Company, has been awarded a contract worth over £1¼ million for the supply of six KV Major diesel generating sets for the Korea Electricity Company.

Offset presses for United States printers

H. Wolff Book Manufacturing Company Inc. of New York City, one of the most prominent East Coast book manufacturers, through its subsidiary, H. Wolff Press, has purchased two web offset presses from Strachan and Henshaw Ltd. of Bristol. The presses will be designed to produce certain lines of books for Random House and series work of other major United States publishers.

Export success

The 34 employees of A. Hill & Co. (Birmingham) Ltd., manufacturers of Miracle reproduction antique jewellery, earned more than £700 per head in exports for Britain in 1967. They also succeeded in hoisting the company's annual export total by more than 24 per cent compared with the total for 1966. Figures just released by Mr. H. Steier, Czech-born managing director of the company, reveal that in 1967 exports totalled £23,993, nearly all to hard currency areas like the United States, Canada, Western Germany, Japan and other areas in Western Europe. The West Indies, mecca of dollar-spending American tourists, is also one of the company's big markets. In 1966 their exports totalled £19,200, or £565 per employee. Forward orders already received for 1968 indicate that the current year will show a considerable increase in the 1967 figures.

£85,000 Pakistan power station contract

Via the project's engineering consultants in New York, George Kent International Limited has secured an instrumentation contract worth £85,000 from the Karachi Electricity Supply Company for the Korangi Power Station No. 3 Extension, Karachi, Pakistan. The contract was won against extensive world-wide competition.

Marconi Marine in Australia

The Marconi International Marine Co., Ltd., has received an order through its Australian associates, Amalgamated Wireless (Australasia) Ltd., to supply a very comprehensive range of communications equipment, aids to navigation and two interswitching radars to a 22,000-ton tanker under construction in Australia. The vessel, yard number 46, is on order at the Whyalla Shipbuilding & Engineering Works, and is expected to enter service in May this year for her owners Shell Refining (Australia) Ltd.

Footwear exports record

Exports of footwear in 1967 hit an all time record of nearly £20 million – a rise of 20 per cent on the previous year. North America was the main market taking £6.3 million (a rise of 11 per cent) with the United States importing £4.4 million and Canada £1.9 million.

The biggest rise was in exports to the Soviet Union (during its 50th anniversary) from £1.7 million, in 1966 to £4 million, in 1967 – a rise of 140 per cent.

$1¼ million Vancouver housing contract

Laing Construction and Equipment Limited, Canadian member company of the Laing Group, has been awarded a $1¼-million contract for a public housing development in East Vancouver by the Central Mortgage and Housing Corporation.

Work starts on three million dollar order

Work has begun on the 3-million dollar contract awarded to English Electric by Consolidated Edison for three 12 megawatt gas turbine power stations for New York State.

Mr. Barry Ross, of English Electric's Gas Turbine Division, Whetstone, Leicestershire, has gone to New York to take over responsibility for the erection and commissioning of the generators. The stations will be in operation by June 1 this year.

Operated by remote control, the packaged stations will generate power for peak demand as well as providing an independent supply to keep essential plant running during emergency conditions.

Mr. Ross, aged 27, will spend six months in America supervising work on the sites – two at Brooklyn and one at Manhattan Island. He will be joined in a few weeks by four engineers and two supervising erectors from the company's Whetstone and Stafford works.

Air drying plant for Russia

The Italian associate company of Denco Miller Limited, a member of the Denco Holdings Group, has been awarded a contract worth well over a quarter of a million pounds for the supply of compressed air drying plant for a new automobile factory to be constructed by Fiat in Russia. A substantial part of the plant will be manufactured at the company's West Midland works in Hereford.

Vosper Thornycroft frigate ordered

An order has been received from the Kingdom of Libya for a Vosper Thornycroft Mark 7 Fast Frigate. This will be a ship of some 1,500 tons, generally similar in design concept to the two destroyers at present under construction for Iran, but larger and with a different armament concept.

The new frigate will form a major unit of the rapidly developing Royal Libyan Navy, for which the Vosper Thornycroft Group designed and built the corvette RLNS 'Tobruk' in 1966, and at present have three fast patrol boats and a maintenance and repair ship under construction.

The Vosper Thornycroft Group is a subsidiary of the David Brown Corporation Ltd.

Exports for Belgium

As a result of a special devaluation promotional drive more than £1,000 worth of laboratory equipment has been sold to Belgium by Fisons International Division. The order left London Airport on February 7 by air freight.

The sales campaign was organized by Fisons Belgian distributors within a week of devaluation, and emphasized the advantages of buying British.

Controls for Bangkok

Recently installed at Chiengmai, Bangkok, Thailand, is a refuse treatment plant designed and manufactured by John Thompson (Design & Contracting Division) Ltd., Wolverhampton, with electrical control gear by Vosper Electric, the Industrial and Marine Controls Division of the Vosper Thornycroft Group. It is capable of handling 35 tons of refuse a day.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM)

GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m', Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets,*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN ECONOMIC COMMUNITY

Imports from non-member countries into the European Economic Community

THE *Board of Trade Journal* dated February 9, 1968 (page 348) contained details of goods which, under the provisions of Article 115 of the Treaty of Rome, will not benefit from community treatment when imported from another member state even though they may be accompanied by a circulation certificate.

The following further Decision authorizing France to exclude from community treatment certain goods imported from another member state but originating in a third country, has been published in the *Journal Officiel des Communautés Européennes* No. L34 dated February 7, 1968.

Common Tariff No.	Description of goods	Country of origin	Period of validity
ex 90.28 B	Decision No. 68/85/CEE Electrical and electronic measuring, checking, analysing or automatically controlling instruments and apparatus . . .	Japan	Until 30/6/68

Journal Officiel No. L38 dated February 13, 1968, contains the text of Decision No. 68/98/CEE which disallows the action introduced by Italy in November to exclude from community treatment the following goods:

Common Tariff No.	Description of goods	Country of origin
ex 48.01 E II	Unhardened, unsized paperboard, of the natural colour of the stock, made from mechanical pulp with a basis of low quality papers (chipboards and the like), of vegetable fibres prepared by a mechanical process or of semi-chemical pulp .	East bloc countries
66.03	Parts, trimmings and accessories of umbrellas .	Japan
84.52 A, B and ex C	Calculating machines, accounting machines and cash registers	East bloc countries
85.03	Primary cells and primary batteries	Czechoslovakia
ex 85.21 C	Transistors	East bloc countries
ex 85.24 C	Electrodes, of carbon or graphite, for electric ovens	East bloc countries
ex 90.23	Medical thermometers	Japan

The French text of the above Decisions may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Common organization of the market for ovalbumin and lactoalbumin

THE *Board of Trade Journal* dated February 9, 1968 (page 348) contained an announcement about the common organization of the market for ovalbumin and lactoalbumin.

The text of the following Regulation, which also affects trade in this sector, has been published in the *Journal Officiel des Communautés Européennes* No. L33 dated February 7, 1968.

Regulation (CEE) No. 150/68 modifies the supplementary amount for ovalbumin and lactoalbumin.

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of this Regulation will be published by HMSO.

Common organization of the market for poultry and poultry meat

THE *Board of Trade Journal* dated February 9, 1968 (page 348) contained an announcement about the common organization of the market for poultry meat.

The text of the following Regulations, which also affect trade in this sector, have been published in the *Journal Officiel des Communautés Européennes* No. L33 dated February 7, 1968.

Regulation (CEE) No. 149/68 modifies the supplementary amount for slaughtered guinea fowl.

Regulation (CEE) No. 151/68 modifies the supplementary amount for turkey drumsticks.

The French text of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of this Regulation will be published by HMSO.

Common organization of the market for eggs

THE *Board of Trade Journal* dated February 16, 1968 (page 528) contained an announcement about the common organization of the market for eggs.

The text of the following Regulation, which also affects trade in this sector, has been published in the *Journal Officiel des Communautés Européennes* No. L33 dated February 7, 1968.

Regulation (CEE) No. 152/68 modifies the supplementary amount for certain products in the egg sector.

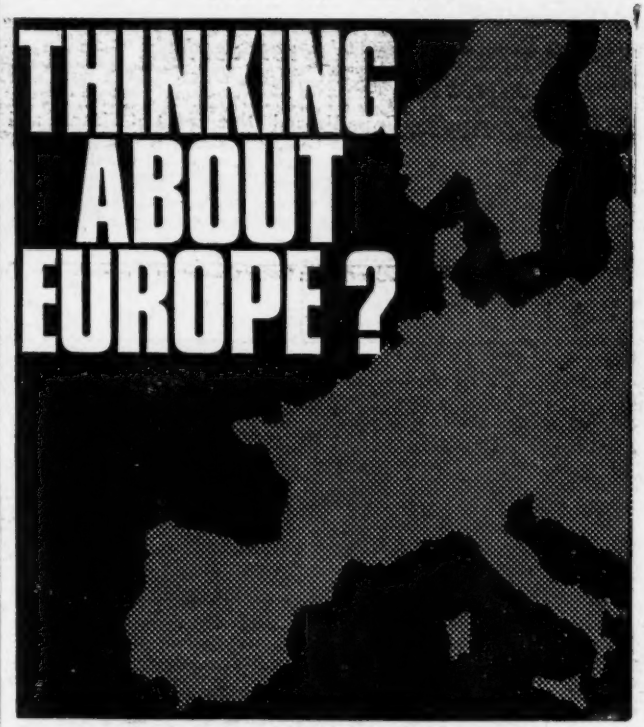
The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of this Regulation will be published by HMSO.

Recently 135 leading retailers of Letraset-France Ltd. flew into London for an annual conference. Although sales conferences are routine procedure in Letraset marketing throughout the world, they are usually held locally. This is the first one to be held at Letraset head office in London. During the conference the retailers will hear of new additions to the Letraset range introduced to meet the demands of the French market.

Further translations of EEC Regulations

THE FOLLOWING further translations of EEC Regulations are now available from HMSO, 49 High Holborn, London, W.C.1, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

Regulation	Description	Price
358/67	Concerning the fixing of threshold prices, the calculation of levies and refunds on certain powdered milks and cheeses as well as the intervention measures for those cheeses	1s. 6d. (1s. 9d.)
407/67	Amending Regulation No. 214/67 on special provisions applicable to goods covered by Regulation No. 160/66 which form the object of trade between Member States and Greece	8d. (11d.)
414/67	Fixing the levies applicable to cereals and wheat or rye flour, groats and meal	10d. (1s. 1d.)
417/67	Fixing refunds on cereals and certain categories of wheat or rye flour, groats and meal	8d. (11d.)
418/67	Fixing the levies applicable to cereals and wheat or rye flour, groats and meal	10d. (1s. 1d.)
420/67	Amending the corrective amount applicable to the refund on cereals	8d. (11d.)
433/67	Fixing the levies applicable to cereals and wheat or rye flour, groats and meal	10d. (1s. 1d.)
435/67	Amending the corrective amount applicable to the refund on cereals	8d. (11d.)
457/67	Fixing the premiums to be added to levies on cereals and malt	10d. (1s. 1d.)
477/67	Fixing the maximum amounts of refunds for rice exported to third countries in the form of goods not covered by Annex II to the Treaty for the months of July and August 1967	8d. (11d.)
478/67	Amending Regulation No. 158/67 fixing the coefficients of equivalence between the various qualities of cereals	8d. (11d.)
487/67	Altering the levies applicable to the import of processed products based on cereals	8d. (11d.)
501/67	Fixing the premiums to be added to levies on cereals and malt	10d. (1s. 1d.)
543/67	Fixing the levies applicable to cereals and to wheat or rye flour, groats and meal	10d. (1s. 1d.)
546/67	Fixing the refunds for cereals and for certain categories of wheat or rye flour, groats and meal	10d. (1s. 1d.)
549/67	Fixing the export refunds for rice and broken rice	10d. (1s. 1d.)
550/67	Altering the corrective amount applicable to the refund for rice and broken rice	8d. (11d.)
551/67	Fixing the levies applicable to cereals and to wheat or rye flour, groats and meal	10d. (1s. 1d.)
552/67	Fixing the premiums to be added to levies on cereals and malt	10d. (1s. 1d.)
553/67	Altering the corrective amount applicable to the refund for cereals	8d. (11d.)
554/67	Fixing the amount of the subsidy in the oil seeds sector	8d. (11d.)
555/67	On the renewal of transitional measures for sugar not admitted to free circulation on July 1, 1967	8d. (11d.)
556/67	Fixing the levies applicable to cereals and to wheat or rye flour, groats and meal	10d. (1s. 1d.)
559/67	Altering the refunds on export of cereals and wheat or rye flour, groats and meal	8d. (11d.)
618/67	On financing of the expenditure on intervention on the home market in cereals at the time of transition from the 1966/1967 marketing season to the 1967/1968 season	8d. (11d.)
621/67	Postponing the date of coming into operation of Regulation No. 408/67	8d. (11d.)



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SWITZERLAND

Special rates of duty for certain commodities

BY AN ORDINANCE of the Swiss Federal Department of Finance and Customs dated December 22, 1967, the customs concession in respect of leaves of nettle (ex BN 12.07.10) destined for the manufacture of vegetable colours, was withdrawn with effect from January 1, 1968. From the same date, the special rates granted in respect of the goods listed below, when imported for the purposes given, were further reduced to the levels shown:

Heading in the customs tariff	Description	Use	Special rate of duty (Sw. francs (per 100)kg. gross)
8406.10	Internal combustion piston engines	For walking tractors of heading 8710.10	40·60
8803.01	Parts of any description, finished, for mechanically propelled aircraft	For aircraft owned by public transport undertakings	9·00
	N.B. This resolution does not apply to the following goods: small items of constructional material such as screws, bolts, nuts, rivets, etc., insofar as such material does not form part of finished parts and is not imported at the same time as the latter; articles forming part of movable fittings, of general use, such as tableware, linen, rugs and blankets, carpeting of textiles, curtaining, fire extinguishers, etc., tools.		
*	Articles of iron or steel (semi-manufactures, railway and tramway track construction material, parts of structures, machinery and parts thereof, vehicles and parts thereof, etc.), not broken up	Casting . . .	0·09
	*Good admitted at the reduced rate should be declared as falling within heading 7303.20.		
†	Copper and brass (plate, strip, machinery, containers, utensils, etc.)	Casting . . .	0·20
	†Goods admitted at the reduced rate should be declared as falling within heading 7401.30.		
8406.10	Cylinder blocks, with or without casing, cylinder heads, pistons, with connecting rods and incasted rings	Engines for walking tractors of No. 8701.10	40·60
4701.34	Bleached cellulose . . .	Manufacture of viscose sheet	0·90
3901.10	'Desmophen 2200' clear yellow liquid formed of a branched polyester (alkyd resin), with base of adipic acid, diethylene glycol and triol	Manufacture of spongy plastic material	2·70
8707.20	Gear boxes and other variable speed gears, clutches, differentials, driving axles, rear axles	For mechanically propelled handling trucks falling within heading No. 8707.10	81·00
8707.20	Wheels and parts of wheels, rims and parts of rims, surface treated, axles, brakes and parts of brakes (excluding compressed air cylinders for air brakes)	For mechanically propelled handling trucks falling within heading No. 8707.10	81·00
8714.30	Steering wheels and other steering gear parts, clutch levers and gear change levers, radiators, fuel tanks	For machinery and mechanical appliances of all descriptions falling within chapter 84	45·00
5003.10 50	Yarn waste of man-made fibres mixed with cotton, etc., where the man-made fibres which predominate in weight are: unbleached, in the form of a mixture of colours or of mixture of waste, bleached and dyed	Manufacture of industrial cleaning waste	1·40
	uniformly bleached or dyed .		2·80

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 and 462).

FRANCE

Import licences for British exhibition goods

IN ANTICIPATION OF the opening of an import quota for 1968 for British goods which are to be exhibited at French exhibitions and fairs during the year, the French *Moniteur Officiel du Commerce International* of February 17, 1968, announced the procedure which will be followed for the allocation of licences.

(1) Applications for special import licences must be submitted by importers to the Commercial Department of the British Embassy, who will pass them on to the competent French authorities for issuing to the importers.

(2) Only those applications which fulfil the following conditions will be taken into consideration:

(a) The importer must be included in the approved list drawn up by the Embassy (see paragraphs 3 and 4 below);

(b) The goods must consist of those normally imported under the bilateral quotas agreed in the Anglo-French trade Sub-Committee, and published in the *Journal Officiel* and *Board of Trade Journal*;

(c) The goods must be exhibited at international fairs or specialized international exhibitions held in France during 1968.

(3) Importers who wish to participate in the 'Fairs' quota for 1968 should submit a preliminary request covering their requirements for the whole year to the Commercial Section of the British Embassy, 35 rue du Faubourg, St. Honore, Paris 8e. This preliminary request should be made as soon as possible and in any case not later than March 8. The preliminary request should provide the following details of an importer's exhibition programme for 1968:

(a) The name, address and style of the firm;

(b) The fairs or exhibitions at which the goods for which he intends to apply for import licences will be exhibited;

(c) For each fair or exhibition:

(i) The name and address of the British manufacturer of the goods to be exhibited for which a licence will be requested;

(ii) A description of the goods in question together with the complete item number of the definition in the French Customs tariff under which the goods fall;

(iii) The full value of the goods in question (f.o.b. Sterling).

(4) As soon as possible after the receipt of the preliminary requests, which will be examined simultaneously, each applicant will be informed by the Embassy whether his name has been entered on the approved list, and of the approximate allocation up to which he may expect to be granted licences out of the 'Fairs' quota during the year.

(5) Within 10 days after the closing of each fair or exhibition importers wishing to draw on their licence allocation for goods exhibited should submit an application to the Commercial Department of the British Embassy. This should be supported by a pro forma invoice (with heading) in duplicate and a certificate issued by the fair authorities stating the precise type of goods exhibited.

(6) In the course of the year the Embassy will be prepared to forward, for licensing, to the competent French authorities, applications from importers on the approved list up to the limit of the provisional allocation communicated to them (see paragraph 4 above).

(7) In the event of an importer changing his plans as notified to the Embassy (see paragraph 3 (b) and (c)) about the fairs at which he will exhibit, or the extent of his participation in them, he should inform the Embassy at least eight days before the opening of the fair or exhibition affected. Failure to do so might result in his losing a portion of the provisional allocation originally made to him.

The French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E.59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).

Minimum price regulations for fish

THE French *Journal Officiel* of February 3 announced that the minimum price regulations have been suspended for imports of the undermentioned fish, originating in and imported from all countries other than those of the European Economic Community, during the periods listed below:

Tariff No.	Description	Period of application
03.01 B I ex a	Herrings, fresh, chilled or frozen, whole, headless or sliced	February 16, 1968, to July 31, 1968
03.01 B I ex a	Mackerel, fresh, chilled or frozen, whole, headless or sliced	February 1, 1968, until further notice
03.01 B I C ex 2	Cod, fresh, chilled or frozen, whole, headless or sliced	February 1, 1968, until further notice
03.01 B I C ex 2	Black pollack, fresh, chilled or frozen, whole, headless or sliced	February 1, 1968, until further notice

Import licences still valid and those granted after the date of publication of this notice, can be used during the periods stated

above for all types of fish mentioned on the licence without a D.I. import certificate.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E.59, Hillgate House, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).

DENMARK

Import licensing

THE FOLLOWING LIST shows the commodities for which import licences are required on entry into Denmark. It supersedes that published on page 543 of the *Board of Trade Journal* of February 24, 1967 and takes into account all liberalization to date.

Customs Tariff No.	Commodity
ex 01.02	Live animals of the bovine species *except* breeding animals.
ex 01.04	Live sheep and goats *except* breeding animals.
ex 01.05	Live poultry (that is to say, fowls, ducks, geese, turkeys and guinea fowls) *except* breeding animals.
02.01	Meat and edible offals of the animals falling within heading Nos. 01.01, 01.02, 01.03, 01.04 fresh, chilled or frozen.
02.02	Dead poultry (that is to say, fowls, ducks, geese, turkeys and guinea fowls) and edible offals thereof (*except* liver), fresh, chilled or frozen.
02.03	Poultry liver, fresh, chilled, frozen, salted or in brine.
02.05	Unrendered pig fat free of lean meat and unrendered poultry fat, fresh, chilled, frozen, salted, in brine, dried or smoked.
ex 02.06	Meat and edible meat offals of the animals falling within heading Nos. 01.01, 01.02, 01.03 and 01.04 (*except* poultry liver), salted, in brine, dried or smoked.
ex 03.03	Oysters except spat.
04.01	Milk and cream, fresh, not concentrated or sweetened.
04.02	Milk and cream, preserved, concentrated or sweetened.
04.03	Butter.
04.05	Birds' eggs and egg yolks, fresh, dried or otherwise preserved, sweetened or not.
04.06	Natural honey.
ex 06.01	Bulbs, dormant, in growth or in flower of the following kinds: hyacinths, narcissus and tulipa.
06.03	Cut flowers and flower buds of a kind suitable for bouquets or for ornamental purposes, fresh.
ex 07.01	The following vegetables, fresh or chilled: gherkins and cucumbers, celery and celeriac, cauliflower, broccoli, brussels sprouts and cabbages; carrots, horse-radish and beetroot; potatoes *except* seed potatoes; sweet capsicum (capsicum grossum); leeks and onions except onions for planting with a maximum cross-section of 21 mm.; spinach, chicory (cichorium intybus) and lettuce (lactuca sativa), tomatoes and peas.
ex 07.02	The following vegetables (whether or not cooked) preserved by freezing: beans, red cabbage, spinach and peas and mixtures containing any of these vegetables.
ex 07.03	The following vegetables, provisionally preserved in brine, in sulphur water or in other preservative solutions, but not specially prepared for immediate consumption: gherkins and cucumbers; celery and celeriac; cauliflower, broccoli, brussels sprouts and cabbages; carrots, horse-radish and beetroot; potatoes, sweet capsicum (capsicum grossum): leeks and onions; spinach, chicory (cichorium intybus) and lettuce (lactuca sativa); tomatoes and peas; mixtures containing any of these vegetables.
ex 07.06	Salep and Jerusalem artichokes.
ex 08.06	Apples, pears, fresh.
ex 08.07	Cherries and plums of all kinds, fresh.
ex 08.08	The following berries, fresh: raspberries, strawberries, white, red and black-currants.
ex 08.09	Netted melons, fresh.
ex 08.10	The following fruits (whether or not cooked), preserved by freezing, not containing added sugar: pears, cherries, raspberries and strawberries and mixtures containing at least 30 per cent by weight of any of these fruits – irrespective of the size of the packings. Apples, plums of all kinds, red and white currants and blackcurrants and mixtures containing any of these fruits in packings with a gross weight of more than 2 kgs. each.
ex 08.11	The following fruits provisionally preserved in brine, sulphur water or in other preservative solutions, but not specially prepared for immediate consumption: apples, pears, plums of all kinds, raspberries, strawberries, red and white currants and blackcurrants and mixtures containing any of these fruits.
ex 09.01	Coffee, whether or not roasted or free of caffeine; coffee substitutes containing coffee in any proportion.
10.01	Wheat and meslin (mixed wheat and rye).
10.02	Rye.
10.03	Barley.
10.04	Oats.
10.05	Maize.
10.07	Buckwheat, millet, canary seed and grain sorghums; other cereals.
ex 11.01	Cereal flours, *except* rice flour.
ex 11.02	Cereal groats and cereal meal, *except* maize grits of buckwheat and millet; other worked cereal grains (for example rolled, flaked, polished, pearled or kibbled but not further prepared), *except* husked, glazed, polished or broken rice and of buckwheat and millet; germ of cereals, whole rolled, flaked or ground *except* of buckwheat and millet.
11.05	Flour, meal and flakes of potato.
ex 11.06	Flour and meal of sago; manioc root, arrowroot and other roots and tubers falling within heading No. 07.06 *except* for animal feeding and salep.
ex 11.08	Starches, *except* salep; inulin.
11.09	Gluten and gluten flour, roasted or not.
ex 12.01	Rapeseed, whole or broken.
12.04	Sugar beet, whole or sliced, fresh, dried or powdered; sugar cane.
ex 15.01	Lard and other rendered pig fat; rendered poultry fat, *except* for technical purposes.
ex 15.02	Unrendered fats of bovine cattle, sheep or goats; tallow (including 'premier jus') produced from those fats, *except* for technical purposes.
ex 15.03	Lard stearin, oleostearin and tallow stearin; lard oil, oleo oil and tallow oil, not emulsified or mixed or prepared in any way, *except* for technical purposes.
ex 15.13	Imitation lard and other prepared edible fats.
16.01	Sausages and the like, of meat, meat offal or animal blood.
ex 16.02	Other prepared or preserved meat or meat offal, *except* pate de foie gras.
17.01	Beet sugar and cane sugar, solid.
ex 17.02	Other sugars, *except* milk sugar (lactose); sugar syrups; artificial honey (whether or not mixed with natural honey); caramel.
ex 17.03	Molasses, whether or not decolourized *except* for animal feeding.
ex 17.04	Fondant, pastes, creams and similar intermediate products, in bulk, with an added sweetening matter content of 80 per cent or more.
ex 17.05	Flavoured or coloured sugars, syrups and molasses, but not including fruit juices containing added sugar in any proportion, *except* vanilla sugar and vanillin sugar.
19.03	Macaroni, spaghetti and similar products.
ex 19.04	Tapioca and sago; tapioca and sago substitutes obtained from potato or other starches, *except* salep grain and flakes.
ex 20.02	The following vegetables prepared or preserved otherwise than by vinegar or acetic acid: beans, potatoes, red cabbage, spinach and peas and mixtures containing any of these vegetables.
ex 20.03	The following fruits, preserved by freezing, containing added sugar: pears, cherries, raspberries and strawberries and mixtures containing at least 30 per cent by weight of any of these fruits – irrespective of the size of the packings. Apples, plums of all kinds, red and white currants and blackcurrants and mixtures containing any of these fruits – in packing with a gross weight of more than 2 kgs. each.
ex 20.06	The following fruits, otherwise prepared or preserved, whether or not containing added sugar or spirit: pears, cherries, raspberries and strawberries and mixtures containing at least 30 per cent by weight of any of these fruits – irrespective of the size of the packings. Apples, plums of all kinds, red and white currants and blackcurrants and mixtures containing any of these fruits – in packings with a gross weight of more than 2 kgs. each.
ex 20.07	The following fruit juices whether or not containing added sugar, but unfermented and not containing added spirit: of apples, pears, cherries, raspberries, elderberries, strawberries, red and white currants and blackcurrants, and mixtures containing juices of these fruits.
ex 21.07	Sweet fat (sweet fat mixtures).
22.05	Wine of fresh grapes; grape must with fermentation arrested by the addition of alcohol.
22.06	Vermouths, and other wines of fresh grapes flavoured with aromatic extracts.
22.07	Other fermented beverages (for example, cider perry and mead).
22.08	Ethyl alcohol or neutral spirits, denatured, of a strength of 80 degrees or higher; denatured spirits (including ethyl alcohol and neutral spirits) of any strength.
ex 22.09	Ethyl alcohol, undenatured, of a strength under 80 degrees.
23.02	Bran and other residues derived from the sifting, milling or working of cereals or of leguminous vegetables.
ex 23.03	Maizegluten feed.
ex 71.07	Gold, including platinum-plated gold, unwrought or semi-manufactured, *except* gold foil.
ex 72.01	Gold coin.

All inquiries relating to this notice should be addressed to Export Services Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458, 459 and 461).

SPAIN

Customs tariff

IN THE *State Gazette* of January 29 the Spanish authorities announced modifications to certain sections of Chapter 73 of their customs tariff. The revised sub-headings and import duties are as follows:

Tariff heading	Description	Definitive duty	Transitory duty
73.07 B 3	Sheet bar, of iron or steel, other than special:		
a	of width less than or equal to 600 millimetres	17%	11·5%
b	of width greater than 600 millimetres	25%	19%
73.09	Universal planes of iron or steel:		
a	of width less than or equal to 600 millimetres	15%	9·5%
b	of width greater than 600 millimetres	17%	14%

Mr. H. W. Griffiths explaining the technical advantages of a Hale-Hamilton valve to Mr. J. M. Fisher, Consul-General, Düsseldorf, during his visit to Messrs. Bormann & Neuport KG in Düsseldorf. The German firm are importers of British industrial valves and represent Charles Winn & Co. Ltd., Birmingham, High Temperature Engineers Ltd., Fareham, and Hale Hamilton (Valves) Ltd., Uxbridge.

ITALY

General Turnover Tax: correction

IN THE NOTICE on the rates of the Italian General Turnover Tax paid on a 'once only' basis published in the *Board of Trade Journal* of February 9, 1968, page 439, the date 'January 1, 1967' should read 'January 20, 1967'.

PORTUGAL

Amendment to customs tariff

THE PORTUGUESE *Diario do Governo*, First Series, No. 23 of January 27, 1968, publishes Decree Laws Nos. 48224 and 48225 amending the import tariff as follows, with retrospective effect from July 1, 1967:

84.62. Ball, roller or needle roller bearings:
Bearings:
With a single row of balls, in which the balls are not detached manually or in which the row of balls is not separable or in which the faces of the two rings are aligned on the same plane:
01 Of an external diameter between 29 mm and 36mm inclusive
02 .....
03 .....

The customs duties resulting from the above change are to be considered as new basic duties, replacing those laid down by Article 1 of Decree Law No. 46475 of August 9, 1965, details of which were given in the *Board of Trade Journal* of October 1, 1965.

The programme of duty reductions to be applied to tariff sub-headings 84.62.01 to 84.62.03 in accordance with Annex G to the Stockholm Convention of January 4, 1967, provides for a first reduction of 30 per cent back-dated to July 1, 1967, and the remaining 70 per cent of the duty to be eliminated by 10 per cent annual reductions starting on December 31, 1968.

Products falling within sub-headings 84.62.04 and 84.62.05 continue to be included in the duty-free list annexed to Decree Law No. 47958 of September 25, 1967, details of which were given in the *Board of Trade Journal* of January 26, 1968.

The above provisions replace those laid down by Decree Laws Nos. 48022 and 48023 of November 4, 1967, which are revoked by the new decrees.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 and 462).

THE CRIER
OF FLORENCE
MONTHLY CULTURAL NEWSPAPER

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GREECE

Turnover tax changes

THE *Board of Trade Journal* of February 9 published details of changes in the Greek turnover tax, dating from January 1, 1968.

The following corrections should be made to the list of goods qualifying for a 40 per cent mark-up, i.e. List B. The items,

'Silks, woollen and woven fibres, with or without metal thread,' and 'Flax and ramie, woven cotton fabrics and all man-made fibres,' should now be amalgamated to read,

'Fabrics woven from wool, hair, cotton yarn, flax or ramie, with or without a metal thread; also fabrics woven from man-made fibres, metallized yarn and silk or silk mixture.'

All inquiries arising from this notice should be addressed to Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466-467).

LEBANON

Importation of yeast

THE BRITISH EMBASSY in Beirut have reported that, according to *Official Gazette* No. 104 of December 28, 1967, import licences are no longer required for the import of natural yeasts and prepared baking powder.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420).

Import of white (refined) sugar

LEGISLATIVE DECREE No. 8926 of December 19, 1967, which was published in the Lebanese *Official Gazette* No. 103 of December 25, 1967 (at which date it came into force) has authorized the importation of 5,700 tons of white sugar for the next 12 months.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420),

Lebanese Pound

THE LEBANESE AUTHORITIES have announced that new rates for certain foreign currencies (including sterling) will be adopted in the conversion of amounts representing Lebanese Government expenditure abroad.

This rate of sterling (£1=L.L.7.392) will also be used in the calculation of import duty where amounts are expressed in sterling, instead of the pre-devalution rate of L.L.8.62.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2357), quoting reference CRE 21946/G.

LIBYA

Customs regulations

LIBYAN CUSTOMS DEPARTMENT have published a notice warning merchants that goods which have been in the ports of Tripoli and Benghazi, Idris and Benina airports, for more than two months, will be disposed of by public auction unless cleared by March 1.

Ban on imports of oxygen gas

THE KUWAIT Ministry of Finance and Industry has banned the importation of industrial and medical oxygen gas as from February 1, 1968. Consignments which were shipped or for which credits were opened before February 1, 1968, are exempt from this decree.

Any inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 or 475).

IRAQ

Import licences

THE IRAQI import authorities announced on February 4 the following dates for import licence applications:

From February 10-27 – Cotton and silk textiles, nylons and underwear.

From March 1-14 – T.V. sets, air-conditioners, water-coolers, refrigerators, fans and sports equipment.

From March 18-31 – Electrical domestic utensils, sewing machines and oil heaters.

From April 3-20 – Furniture, curtains, woollen textiles, musical instruments, cosmetics, bicycles, prams and stationery.

From April 23-May 10 – Glassware, kitchen ware, watches and secondhand clothing.

Applications for items not named above (subject to import prohibitions and restrictions) will be accepted up to June 30.

To reduce the trafficking in import licences it has been proposed that merchants will pay a premium to the import authorities for import licences above their customary quotas, but there is no evidence that any legislation has yet been drawn up for this. It is understood that applications will be issued in full within the normal quotas.

IRAN

Import regulations

THE CENTRAL Bank of Iran has announced changes in the import regulations concerning iron-ware. The opening of credits and/or registration of orders for iron-wares in the form of rods falling under Customs Tariff No. 801/1, bars falling under Customs Tariff No. 701/2 and round bars falling under Customs Tariff No. 701/5 from 10-32 millimetres shall be dependent on the prior agreement of the Ministry of Economy.

The opening of credits or registration of orders for other kinds of iron-wares covered by the above series and those falling under Tariff No. 701/4 shall not require prior agreement.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248, 5757, Ext. 420).

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman overseas.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

BALKA TRADING CO. —KUWAIT

Interested to represent manufacturers dealing in the following:

A Building Materials: including sanitary ware, ceramic and glazed tiles, building specialities and builders hardware.

B Electrical Materials: Switchgears, transformers, overhead line equipments, power cables, switchboards.

C Automotive Materials: Batteries, ball bearing, sparking plugs, contact sets, electrical spares, brake lining, fan belts.

D Oil Field Supplies: Casings, valves, chemicals and drilling spare parts.

1. ON DIRECT AGENCY BASIS:

Balka Trading Co. offers its services to Manufacturers who are not represented in Kuwait and yet wish to enter this market or to those who wish to increase their share of business.

Balka Trading Co. is registered with all Government Departments and Oil Companies and can participate in all tenders issued by the above bodies. It has good connections with the local contractors and private sector and is well equipped with efficient salesmen and capable administrative set up to handle the business. Against this service we normally charge a commission ranging between 5-10%.

2. DELEGATION & REPRESENTATION BASIS:

Balka Trading Co. offers its services to those Companies and Manufacturers already represented in the Middle East and who, from time to time, send their own representatives to visit their Agents, make new contacts and conduct sales promotional drives. Balka Trading can save them the trouble and expense of detailing a special man from their company to this part of the world.

Balka Trading Co., being on the spot, can move more freely and quickly and communicate with the people concerned in their own language thus avoiding any possible difficulties that face aliens.

To get acquainted with the products Balka Trading Co. is prepared to send a member of its staff for a briefing course at the head office or at the factory of the interested company to acquire the know-how concerning the sales promotional features of the products concerned.

Balka Trading Co. will provide interested companies with reports on market possibilities, business investigation and research.

Interested companies will have the option to select any six of the undermentioned countries, to be visited by Balka Trading Representatives on their behalf twice a year:

Kuwait, Iraq, Jordan, Syria, Lebanon, Egypt, Saudi Arabia, Bahrain, Qatar, Dubai, Sharjah and Abu Dhabi.

For fees and further details, interested Companies and Manufacturers are invited to write to:

BALKA TRADING COMPANY
FAHAD AS SALEM STREET
NASSER GHEITH BUILDING
1st Floor Apt. No. 4,
P.O. Box 1736 KUWAIT

ZAMBIA

Customs tariff changes

THE Customs and Excise (Amendment) Act, 1968, amends the Zambia customs tariff with effect from January 16. The items affected and the new rates of duty are as follows:

Item	Goods		Duty
6	By the deletion of sub-item (1) and by the substitution therefor of the following sub-item: (1) Butterine, margarine and similar butter substitutes	per lb.	3n
6	By the deletion of sub-item (4) and by the substitution therefor of the following sub-item: (4) Compound lard and vegetable fats, n.e.e., and similar substances for use as food or for coking	per lb.	3n
32	By the deletion of sub-paragraph (i) of paragraph (a) and by the substitution therefor of the following sub-paragraph: (i) Dried	per lb.	2n
76	By the deletion of paragraph (a) of sub-item (11) and by the substitution therefor of the following paragraph: (a) Containing more than 40% of wool	*ad val.* or per sq. yd.	10% 4n whichever duty shall be the greater.
76	By the deletion of paragraph (b) of sub-item (11) and by the substitution therefor of the following paragraph: (b) Containing more than 50% of silk, n.e.e.	*ad val.* or per sq. yd.	10% 4n whichever duty shall be the greater.
76	By the deletion of paragraph (d) of sub-item (11) and by the substitution therefor of the following paragraph: (d) Containing more than 50% of flax, n.e.e.	*ad val.* or per sq. yd.	10% 4n whichever duty shall be the greater.
87	By the deletion of sub-item (2) and by the substitution therefor of the following sub-item: (2) Nails, wire	*ad val.* or per lb.	15% 2n whichever duty shall be the greater.
129	By the deletion of sub-paragraph (i) of paragraph (a) and by the substitution therefor of the following sub-paragraph: (i) Motor cars, including coupe-imps, station-wagons, safari vans, general purpose vehicles and motor caravans.	*ad val.*	A rate per centum calculated by adding 20 to the product of the figure representing the value for duty purposes expressed in Kwacha multiplied by ·010.
134	By the deletion of sub-paragraph (i) of paragraph (a) and by the substitution therefor of the following sub-paragraph: (i) Mild steel tubing, enamelled; welded or open seam, whether or not perforated (the outside diameter being confined to nominal sizes ¾ inch and 1 inch and the thickness being confined to ·056 inch to ·072 inch inclusive), the ends being plain or screwed and additionally or alternatively fitted with any form of joint	*ad val.* or per foot	20% 3n whichever duty shall be the greater.
200	By the deletion of paragraph (a) and by the substitution therefor of the following paragraph: (a) Fuel, having a flash-point of not less than 150 degrees Fahrenheit (closed test at sea-level)	per imp. gal.	2·5n

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468),

REPUBLIC OF SOUTH AFRICA

Customs tariff changes

GOVERNMENT NOTICE R96, published in the Republic of South Africa *Government Gazette* of January 26, amends the Republic's customs tariff as follows:

Tariff heading	Statistical Unit	Rate of Duty: General	MFN	Preferential
04.04 By the insertion after sub-heading No. 04.04.30 of the following:				
04.04.40 Cheese containing not less than 45% by weight of milk fat in its water-free substance and being free from foreign fat, namely: Danbo, Danablue, Maribo, Samsoe, Havarti, Fynbo, Tybo, Elbo, Esrom, Molbo, Mycella	lb.	30% or 500c per 100 lb.	24% or 458½c per 100 lb.	24% or 416½c per 100 lb. (UK-NZ)
16.02 By the substitution for sub-heading No. 16.02.10 of the following:				
16.02.10 Bacon	lb.	665c per 100 lb.		
16.02.20 Ham	lb.	665c per 100 lb.	638c per 100 lb.	
16.04 By the substitution for sub-heading No. 16.04.20 of the following:				
16.04.20 Caviar	lb.	30%		
16.04.25 Caviar substitutes	lb.	30%	29%	
26.01 Metallic ores and concentrates and roasted iron pyrites: By the substitution for sub-heading No. 26.01.70 of the following:				
26.01.70 Of vanadium, molybdenum or tantalum	lb.	10%	8%	
32.04 Colouring matter of vegetable origin (including dyewood extract and other vegetable dyeing extracts, but excluding indigo) or of animal origin:				
32.04.10 In containers of less than 10 lb. net weight each or less than one gal. each	lb.	15%	10%	
By the substitution in sub-heading No. 32.04.10 for the rate of duty in Column IV of the following:			8%	
37.01 Photographic plates and film in the flat, sensitized, unexposed, of any material (excluding paper, paperboard or cloth):				
37.01.10 Radiographic film and plates	lb.	Free		
37.01.20 Special plates of the kind used in astronomy	lb.	Free		
37.01.30 Offset duplicating masters	lb.	Free		
37.01.90 Other	lb.	15%	10%	
By the substitution for sub-heading No. 37.01.90 of the following:				
37.01.90 Other	lb.	15%	9%	
37.02 Film in rolls, sensitized, unexposed, perforated or not:				
37.02.10 Cinematograph film	ft.	Free		
37.02.20 Radiographic film	ft.	Free		
37.02.90 Other	ft.	15%	10%	
By the substitution for sub-heading No. 37.02.90 of the following:				
37.02.90 Other	ft.	15%	9%	
37.04 Sensitized plates and film, exposed but not developed, negative or positive:				
37.04.10 Cinematograph film	ft.	Free		
37.04.90 Other	lb.	15%		
By the substitution for sub-heading No. 37.04.90 of the following:				
37.04.90 Other	lb.	15%	14%	
37.08 Chemical products and flashlight materials, of a kind and in a form suitable for use in photography: By the substitution for sub-heading No. 37.08.10 of the following:				
37.08.10 Packed for retail sale	lb.	15%	14%	
73.02 Ferro-alloys:				
73.02.10 Ferro-manganese	lb.	Free		
73.02.20 Ferro-silicon	lb.	Free		
73.02.30 Ferro-chromium	lb.	Free		
73.02.90 Other	lb.	20%		
By the substitution for sub-heading No. 73.02.90 of the following:				
73.02.90 Other	lb.	20%	19%	
84.53 By the substitution for sub-heading No. 84.53.10 of the following:				
84.53.10 Electronic data processing machines:				
.10 Digital computers	No.	5%	4%	
.20 Statistical or accounting machines	No.	5%	4%	
84.53.20 Other statistical or accounting machines	No.	5%	4%	
84.55 Parts and accessories (excluding covers, carrying cases and the like), suitable for use solely or principally with machines of a kind falling within headings Nos. 84.51, 84.52, 84.53 or 84.54: By the insertion after sub-heading No. 84.55.30 of the following:				
84.55.40 Of electronic digital computers	lb.	5%	4%	
84.55.50 Of statistical or accounting machines operated in conjunction with punched cards (excluding parts of computers)	lb.	5%	4%	

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 127, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7878, *Ext.* 2653/6) *and not to HMSO.*

Customs tariff application

CUSTOMS TARIFF Application List No. 461, published in the South African *Government Gazette* of February 16, 1968, contains an application to the Board of Trade and Industries for increase in duty on toiletware or tableware (excluding sweet dishes and ash trays) of pottery other than porcelain or china (including biscuit porcelain and parian), from 1,000 cents per 100 lb. (General) and 585 cents per 100 lb., with a maximum of 30 per cent *ad valorem* (MFN) to the following:

Cups and saucers (including cups and saucers in tea sets, coffee sets, etc. – a cup and saucer to count as two units) 4 cents each or 1,000 cents per 100 lb. (General) and 3½ cents each or 585 cents per 100 lb. (MFN).

Other – 35 per cent *ad valorem* or 1,000 cents per 100 lb. (General) and 25 per cent *ad valorem* or 585 cents per 100 lb. (MFN).

This application is an extension of an application published in List No. 453 General Notice No. 754 of November 24, 1967 (*Board of Trade Journal*, December 1, 1967).

Those British trade organizations thought to be interested in the application have been informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact its own trade association. It is understood that *the closing date for representations* is March 8, 1968.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 2366/67.

RHODESIA

Import control

RHODESIA NOTICE NO. 4 of January 12 publishes the Control of Goods (Import of Medicinal Substances and Poisons) Regulations, 1968.

These regulations relate to the labelling of imports of the following poisons or any preparations containing any such poison and to the persons who may import them into Rhodesia:

1. Barbituric acid or its salts.
2. Derivatives of barbituric acid or their salts.
3. Compounds with any other substance of barbituric acid or compounds with any other substance of its salts or of its derivatives and their salts.
4. Paraldehyde.
5. B-Aminopropylbenzene and B-Aminoisopropylbenzene and any other drug of the amphetamine group, or preparation containing a drug of the amphetamine group.

Persons who may import the above:

1. Persons authorized to sell poisons in terms of any law relating to pharmacy and poisons;
2. Chemists and druggists and pharmacists registered under any law relating to pharmacy and poisons;
3. Medical practitioners, dental surgeons and veterinary surgeons registered, or exempted from registration, under any law relating to the registration of medical practitioners, dental surgeons or veterinary surgeons;
4. Persons who possess an open general licence issued by the Ministry of Health by notice in the *Gazette*, or
5. Person who has obtained a special licence (to import) from the Ministry of Health.

Inquiries relating to the above should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

ALGERIA, MOROCCO AND TUNISIA

Exporters interested in Algeria, Morocco and Tunisia are reminded that French is the foreign language most widely used in business and official circles in these countries. It is, therefore, essential that any literature or correspondence for local firms should be in French. Similarly, quotations of weights and measures in the metric system and of prices in local currency are also an important factor in attracting the interest of potential importers.

A further two Watson mass radiography units have been ordered by the Turkish VSD organization. Each unit consists of two vehicles, one carrying the control, camera and tubehead and the other carrying the cabin in dismantled form. Other similar units are already operating in Turkey and are part of the Turkish government's campaign against TB. The apparatus is easily set up and is capable of X-raying approximately 100 people per hour. These units feature the Watson-Odelca 70 mm. camera and Watson MX 4 Tubehead. Other similar units also manufactured by Watson & Sons (Electro-Medical) Ltd. of Wembley are now operating in Peru, Pakistan, India, South Africa, Kuwait, Sabah and Brunei.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

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AUSTRALIA

Tariff changes

DETAILS ARE given below of the changes made in the Australian Customs Tariff by Customs Tariff proposals which came into effect on January 6, 1968. Deletions from and additions to the Customs Tariff are shown by square brackets and italics respectively. These changes take account of the recommendations made by the Tariff Board in the concluding interim report under the General Textile Reference. Tariff changes affecting Chapter 59 onwards will be published in the *Board of Trade Journal* dated March 1, 1968.

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
55.05	Cotton yarn, not put up for retail sale:				
55.05.200	[Containing not less than 20% by weight of wool, not being goods falling within sub-item 55.05.1]	17½% and $0·083 per lb.	10% and $0·033 per lb.	7½% (Under items 55.05.911; 922)	Free
				37½% and an amount per pound equal to the amount, if any, by which the f.o.b. price per pound is less than $0·71 (Under item 55.05.912)	25%
				37½% and an amount per pound equal to the amount, if any, by which the f.o.b. price per pound is less than $0·58 (Under item 55.05.913)	25%
				27½% and an amount per pound equal to the amount, if any, by which the f.o.b. price per pound is less than $0·50 (Under item 55.05.919)	15%
				20% (Under item 55.05.921)	4%
				37½% and an amount per pound equal to the amount, if any, by which the f.o.b. price per pound is less than $0·58 (Under item 55.05.929)	27½%
55.05.200	*No sub-item*				
55.09	Other woven fabrics of cotton:				
55.09.1	[Blanketing; rugging; tyre cord fabrics; fabrics of huckaback or honeycomb weaves; fabrics for the manufacture of sponge cloths, sweat rags and dorset cloths; fabrics containing not less than 20% by weight of wool:				
55.09.11	Blanketing; rugging:				
55.09.111	Blanketing wholly of cotton]	22½%	5%	45% or, if higher, $0·55 per sq. yd.	22½% or, if higher, $0·55 per sq. yd. less 22½% (Under item 55.09.199)
				55% (Under item 55.09.490)	45%
				60% or, if higher, $0·30 per lb., and 10% (Under item 55.09.990)	50% or, if higher, $0·30 per lb.
55.09.111	*No sub-item*				
55.09.119	[Other]	40%	17½%	45% or, if higher, $0·55 per sq. yd.	22½% or, if higher, $0·55 per sq. yd., less 22½% (Under item 55.09.199)
				55% or, if higher, $0·20 per sq. yd.	45% or, if higher, $0·20 per sq. yd., less 10% (Under item 55.09.232)
				$0·50 per sq. yd.	$0·50 per sq. yd., less 10% (Under item 55.09.239)
				60% or, if higher, $0·30 per lb., and 10% (Under items 55.09.299; 990)	50% or, if higher, $0·30 per lb.
55.09.119	*No sub-item*			55% (Under item 55.09.490)	45%
55.09.120	[Tyre cord fabrics	30% and $0·033 per lb.	12½% and $0·033 per lb.	No change (Under new item 55.09.120)	
55.09.130	Fabrics of huckaback or honeycomb weaves	55%	17½%	No change (Under new item 55.09.110)	
55.09.140	Fabrics for the manufacture of sponge cloths, sweat rags and dorset cloths]	52½% Primage 10%	27½% Primage 5%	2% (Under item 55.09.390)	Free
				55% (Under item 55.09.421)	52½%
				55% (Under item 55.09.490)	52½%
				55% (Under item 55.09.990)	45%
55.09.1	*Fabrics of huckaback or honeycomb weaves; tyre cord fabrics; fabrics containing not less than 20% by weight of wool:*				
55.09.110	*Fabrics of huckaback or honeycomb weaves*	No change (Under former item 55.09.130)		55%	17½%
55.09.120	*Tyre cord fabrics*	No change (Under former item 55.09.120)		30% and $0·033 per lb.	12½% and $0·033 per lb.
55.09.140	*No sub-item*				
56.07	Woven fabrics of man-made fibres (whether discontinuous or waste):				
56.07.1	[Blanketing; rugging; fabrics of huckaback or honeycomb weaves:				
56.07.110	Blanketing; rugging	40%	17½%	45% or, if higher, $0·55 per sq. yd.	32½% or, if higher, $0·55 per sq. yd., less 12½% (Under item 56.07.291)
				45% or, if higher, $0·55 per sq. yd.	22½% or, if higher, $0·55 per sq. yd., less 22½% (Under item 56.07.299)

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
				55% or, if higher $0·20 per sq. yd.	55%, less $0·021 per sq. yd.; or, if higher, $0·179 per sq. yd.
				(Under item 56.07.991) $0·50 per sq. yd.	$0·479 per sq. yd.
56.07.120	Fabrics of huckaback or honeycomb weaves]	55%	17½%	(Under item 56.07.999) No change (Under new item 56.07.100)	
56.07.100	*Fabrics of huckaback or honeycomb weaves*	No change (Under former item 56.07.120)		55%	17½%
56.07.110	*No sub-item*				
57.05	Yarn of true hemp:				
57.05.100	[Containing not less than 20% by weight of wool	17½% and $0·083 per lb.	10% and $0·033 per lb.	42½% (Under new item 57.05.110)	20%
				37½% (Under new item 57.05.120)	20%
				7½%	Free
				(Under new items 57.05.190; 990)	
57.05.2	Single yarn, not falling within sub-item 57.01.1:			27½% (Under new item 57.05.910)	12½%
57.05.210	Of No. 25 lea or coarser	27½%	12½%	No change (Under new item 57.05.910)	
57.05.290	Other	7½%	Free	No change (Under new item 57.05.990)	
57.05.3	Multiple or cabled sewing yarn, not glazed or polished, not falling within sub-item 57.05.1:				
57.05.310	Having a running length not exceeding 2,400 yards per pound; having a ply that is No. 24 lea or coarser	42½%	20%	No change (Under new item 57.05.110)	
57.05.320	Having a running length exceeding 2,400 yards per pound and not exceeding 2,500 yards per pound; having a ply that is finer than No. 24 lea and not finer than No. 25 lea	37½%	20%	No change (Under new item 57.05.120)	
57.05.390	Other	7½%	Free	No change (Under new item 57.05.190)	
57.05.4	Other multiple or cabled yarn, not glazed or polished, not falling within sub-item 57.05.1:				
57.05.410	Having a ply that is No. 25 lea or coarser	27½%	12½%	No change (Under new item 57.05.910)	
57.05.490	Other	7½%	Free	No change (Under new item 57.05.990)	
57.05.5	Multiple or cabled sewing yarn, glazed or polished, not falling within sub-item 57.05.1:				
57.05.51	Put up for retail sale:				
57.05.511	In skeins	37½% Primage 5%	20%	42½% (Under new item 57.05.110)	20%
				37½% (Under new item 57.05.120)	20%
				7½% (Under new item 57.05.190)	Free
57.05.519	Other	7½%	Free	No change (Under new item 57.05.190)	
				42½% (Under new item 57.05.110)	20%
				37½% (Under new item 57.05.120)	20%
57.05.59	Other:				
57.05.591	Having a running length not exceeding 2,400 yards per pound or having any single ply up to and including No. 24 lea	37½% Primage 5%	20%	42½% (Under new item 57.05.110)	20%
57.05.599	Other	7½%	Free	37½% (Under new item 57.05.120)	20%
				No change (Under new item 57.05.190)	
57.05.600	Other multiple or cabled yarn, glazed or polished, not falling within sub-item 57.05.1]	45% Primage 5%	17½%	27½% (Under new item 57.05.910)	12½%
				7½% (Under new item 57.05.990)	Free
57.05.1	*Multiple or cabled sewing yarn:*				
57.05.110	*Having a running length not exceeding 2,400 yards per pound; having a ply that is No. 24 lea or coarser*	17½% and $0·083 per lb.	10% and $0·033 per lb.	42½%	20%
		(Under former item 57.05.100)			
		37½% Primage 5%	20%		
		(Under former items 57.05.511; 591)			
		7½%	Free		
		(Under former item 57.05.519)			
		No change (Under former item 57.05.310)			
57.05.120	*Having a running length exceeding 2,400 yards per pound and not exceeding 2,500 yards per pound; having a ply that is finer than No. 24 lea and not finer than No. 25 lea*	17½% and $0·083 per lb.	10% and $0·033 per lb.	37½%	20%
		(Under former item 57.05.100)			
		37½% Primage 5%	20%		
		(Under former item 57.05.511)			
		7½%	Free		
		(Under former items 57.05.519; 599)			
		No change (Under former item 57.05.320)			
57.05.190	**Other**	17½% and $0·083 per lb.	10% and $0·033 per lb.	7½%	Free
		(Under former item 57.05.100)			
		37½% Primage 5%	20%		
		(Under former item 57.05.511)			
		No change (Under former items 57.05.390; 519; 599)			
57.05.9	*Other:*				
57.05.910	*Single yarn of No. 25 lea or coarser; other yarns having a ply that is No. 25 lea or coarser*	17½% and $0·083 per lb.	10% and $0·033 per lb.	27½%	12½%
		(Under former item 57.05.100)			
		No change (Under former items 57.05.210; 410)			
		45% Primage 5%	17½%		
		(Under former item 57.05.600)			

(*Continued on next page*)

AUSTRALIA, *continued*

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
57.05.990	*Other*	17½% and $0·083 per lb. (Under former item 57.05.100)	10% and $0·033 per lb.	7½%	Free
		45% Primage 5% (Under former item 57.05.600)	17½%		
		No change (Under former items 57.05.290; 490)			
57.06	[Yarn of jute:				
57.06.100	Containing not less than 20% by weight of wool	17½% and $0·083 per lb.	10% and $0·033 per lb.	30%	17½% (Under new item 57.06.000)
57.06.900	Other]	30%	17½%	No change (Under new item 57.06.000)	
57.06.000	*Yarn of jute*	17½% and $0·083 per lb. (Under former item 57.06.100)	10% and $0·033 per lb.	30%	17½%
		No change (Under former item 57.06.900)			
57.07	Yarn of other vegetable textile yarns:				
57.07.100	[Containing not less than 20% by weight of wool	17½% and $0·083 per lb.	10% and $0·033 per lb.	Free	Free (Under new item 57.07.100)
				7½% (Under new item 57.07.900)	Free
57.07.9	Other:				
57.07.910	Wholly, or containing not less than 50% by weight of coir	Free	Free	No change (Under new item 57.07.100)	
57.07.990	Other]	7½%	Free	No change (Under new item 57.07.900)	
57.07.100	*Wholly, or containing not less than 50% by weight of coir*	17½% and $0·083 per lb. (Under former item 57.07.100)	10% and $0·033 per lb.	Free	Free
		No change (Under former item 57.07.910)			
57.07.900	*Other*	17½% and $0·083 per lb. (Under former item 57.07.100)	10% and $0·033 per lb.	7½%	Free
		No change (Under former item 57.07.990)			
57.09	[Woven fabrics of true hemp:				
57.09.100	Containing not less than 20% by weight of wool	45%	22½%	7½% (Under new item 57.09.000)	Free
57.09.900	Other]	22½% Primage 10%	5% Primage 5%		
57.09.000	*Woven fabrics of true hemp*	45% (Under former item 57.09.100)	22½%	7½%	Free
		22½% Primage 10% (Under former item 57.09.900)	5% Primage 5%		
57.10	Woven fabrics of jute:				
57.10.9	[Other:				
57.10.910	Containing not less than 20% by weight of wool	45%	22½%	45% (Under new item 57.10.990)	35%
57.10.92	Wholly of jute:				
57.10.921	Weighing more than 12 ounces per square yard, of matt weaves	7½%	Free	No change (Under new item 57.10.911)	
57.10.929	Other	Free	Free	No change (Under new item 57.10.919)	
57.10.990	Other]	22½% Primage 10%	5% Primage 5%	45% (Under new item 57.10.990)	35%
57.10.9	*Other:*				
57.10.91	*Wholly of jute:*				
57.10.911	*Weighing more than 12 ounces per square yard, of matt weaves*	No change (Under former item 57.10.921)		7½%	Free
57.10.919	*Other*	No change (Under former item 57.10.929)		Free	Free
57.10.990	*Other*	45% (Under former item 57.10.910)	22½%	45%	35%
		22½% Primage 10% (Under former item 57.10.990)	5% Primage 5%		
57.11	[Woven fabrics of other vegetable textile fibres:				
57.11.100	Containing not less than 20% by weight of wool	45%	22½%	7½% (Under new item 57.11.000)	Free
57.11.900	Other]	22½% Primage 10%	5% Primage 5%		
57.11.000	*Woven fabrics of other vegetable textile fibres*	45% (Under former item 57.11.100)	22½%	7½%	Free
		22½% Primage 10% (Under former item 57.11.900)	5% Primage 5%		
57.12.000	Woven fabrics of paper yarn	22½% Primage 10%	5% Primage 5%	7½%	Free
58.01	Carpets, carpeting and rugs, knotted (whether made up or not):				
58.01.100	Handmade; wholly of cotton or in which the pile is wholly of cotton	12½%	Free	7½%	Free
58.01.900	Other	27½%	12½%	30%	15%
58.02	Other carpets, carpeting, rugs, mats and matting and Kelem, Schumacks and Karamanie rugs and the like (whether made up or not):				
58.02.100	[Handmade carpets, carpeting and carpet rugs	12½%	Free	7½% (Under new item 58.02. 400)	Free
				Free (Under new item 58.02.910)	Free
58.02.200	Carpeting and druggeting, not made up, wholly of jute	Free	Free	No change (Under new item 58.02.200)	
58.02.300	Carpets, carpeting, carpet mats, carpet rugs and carpet door slips, loop pile or cut pile, bearing designs that have been printed on to the warp threads before weaving	7½%	Free	30% (Under new item 58.02.990)	15%
58.02.400	Mats and matting of coir	30% or, if higher, $0·05 per sq. yd.	17½%	30% (Under new item 58.02.390)	17½%
				7½% (Under new item 58.02.310)	Free
58.02.500	Bath mats	55%	40%	No change (Under new item 58.02.100)	

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
58.02.600	Floor coverings, made up, for use as original components in the assembly or manufacture of vehicles of a kind falling within sub-item 87.01.1, 87.02.1 or 87.03.9	35%	27½%	30% (Under new item 58.02.990)	15%
58.02.700	Other floor coverings, wholly of cotton or in which the pile is wholly of cotton	12½%	Free	7½% (Under new item 58.02.400)	Free
58.02.9	Other:				
58.02.910	Carpets, carpeting, carpet mats, carpet rugs and carpet door slips, woven, wholly or partly of wool, other than those in which the pile is wholly of mohair	35%	20%	30% (Under new items 58.02.921; 990)	15%
58.02.990	Other]	27½%	12½%	30% (Under new items 58.02.929; 990)	15%
				Free (Under new item 58.02.200)	Free
				7½% (Under new item 58.02.400)	Free
58.02.100	*Mats of terry fabric*	No change (Under former item 58.02.500)		55%	40%
58.02.200	*Wholly of jute*	No change (Under former item 58.02.200)		Free	Free
		27½% (Under former item 58.02.990)	12½%		
58.02.3	*Mats and matting of coir:*				
58.02.310	*Handmade*	30%, or, if higher, $0·05 per sq. yd. (Under former item 58.02.400)	17½%	7½%	Free
58.02.390	*Other*			30%	17½%
58.02.400	*Handmade carpets, carpeting and rugs, not being goods falling within sub-item 58.02.1, 58.02.2 or 58.02.3; wholly of cotton or in which the pile is wholly of cotton; wholly of jute and paper*	12½% (Under former items 58.02.100; 700)	Free	7½%	Free
		27½% (Under former item 58.02.990)	12½%		
58.02.9	*Other:*				
58.02.910	*Handmade*	12½% (Under former item 58.02.100)	Free	Free	Free
58.02.92	*Goods the manufacture of a less developed country:*				
58.02.921	*Carpets, carpeting, carpet mats, carpet rugs and carpet door slips, woven, wholly or partly of wool, other than those in which the pile is wholly of mohair*	35% (Under former item 58.02.910)	20%	30%	15%
58.02.929	*Other*	27½% (Under former item 58.02.990)	12½%	30%	15%
58.02.990	*Other*	7½% (Under former item 58.02.300)	Free	30%	15%
		35% (Under former item 58.02.600)	27½%		
		35% (Under former item 58.02.910)	20%		
		27½% (Under former item 58.02.990)	12½%		
58.04	Woven pile fabrics and chenille fabrics (other than terry towelling or similar terry fabrics of cotton falling within item 55.08 or fabrics falling within item 58.05):				
58.04.1	[Chenille fabrics:				
58.04.110	Wholly, or containing not less than 20% by weight, of wool	45%	22½%		
58.04.12	Wholly, or containing not less than 20% by weight, of man-made fibres, not being fabrics falling within paragraph 58.04.11:				
58.04.121	As prescribed by by-law	$0·021 per sq. yd.	Free		
58.04.129	Other	$0·271 per sq. yd.	$0·25 per sq. yd.		
58.04.130	Containing man-made fibres, not being fabrics falling within paragraph 58.04.11 or 58.04.12	$0·033 per sq. yd.	$0·012 per sq. yd.		
58.04.14	Wholly, or containing not less than 50% by weight, of cotton, not being fabrics falling within paragraph 58.04.11, 58.04.12 or 58.04.13:			2½% (Under new item 58.04.910)	Free
58.04.141	Printed, dyed or coloured	$0·017 per sq. yd.	$0·004 per sq. yd., or, if lower, 5%		
58.04.149	Other	$0·008 per sq. yd.	$0·004 per sq. yd., or, if lower, 5%		
58.04.190	Other	22½%	5%		
58.04.2	Moquettes weighing not less than 6 ounces per square yard:				
58.04.210	Containing not less than 20% by weight of man-made fibres and, if containing wool, containing less than 20% by weight of wool	$0·271 per sq. yd., or, if higher, 50%; and $0·20 per sq. yd., less 12½% of the f.o.b. price	$0·25 per sq. yd.; or, if higher, 50% less $0·021 per sq. yd.; and $0·20 per sq. yd., less 12½% of the f.o.b. price	55% (Under new item 58.04.100)	45%
58.04.290	Other	50%; and $0·20 per sq. yd., less 12½% of the f.o.b. price	37½%; and $0·20 per sq. yd., less 12½% of the f.o.b. price		
58.04.300	Terry towelling and similar terry fabrics	55% or, if higher, $0·10 per sq. ft., less 55%	17½% or, if higher, $0·10 per sq. ft., less 92½%	No change (Under new item 58.04.300)	
58.04.900	Other]	15%	5%	7½% (Under new item 58.04.990)	Free
58.04.100	*Moquettes weighing not less than 6 ounces per square yard*	$0·271 per sq. yd., or, if higher, 50%; and, in addition, $0·20 per sq. yd., less 12½% of the f.o.b. price	$0·25 per sq. yd., or, if higher, 50% less $0·021 per sq. yd.; and, in addition, $0·20 per sq. yd., less 12½% of the f.o.b. price	55%	45%
		(Under former item 58.04.210) 50%, and, in addition, $0·20 per sq. yd., less 12½% of the f.o.b. price	37½%, and, in addition, $0·20 per sq. yd., 12½% of the f.o.b. price		
		(Under former item 58.04.290)			
58.04.2	*No sub-item*				
58.04.300	*Terry towelling and similar terry fabrics*	No change (Under former item 58.04.300)		55%, or, if higher, $0·10 per sq. ft., less 55%	17½%, or, if higher, $0·10 per sq. ft. less 92½%

(*Continued on next page*)

AUSTRALIA, *continued*

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
58.04.9 58.04.910	*Other:* *Chenille fabrics*	45% (Under former item 58.04.110) $0·021 per sq. yd. (Under former item 58.04.121) $0·271 per sq. yd. (Under former item 58.04.129) $0·033 per sq. yd. (Under former item 58.04.130) $0·017 per sq. yd. (Under former item 58.04.141) $0·008 per sq. yd. (Under former item 58.04.149) 22½% (Under former item 58.04.190) 15%	22½% Free $0·25 per sq. yd. $0·012 per sq. yd. $0·004 per sq. yd., or, if lower, 5% $0·004 per sq. yd., or, if lower, 5% 5% 5%	2½%	Free
58.04.990	*Other*			7½%	Free
58.05	Narrow woven fabrics, and narrow fabrics consisting of warp without weft assembled by means of an adhesive, other than goods falling within item 58.06:				
58.05.1 58.05.110	[Seamless tubular woven fabrics: Webbings	12½%	Free	45% (Under new item 58.05.211) 20% (Under new item 58.05.219) 65% (Under new item 58.05.290) Free (Under new item 58.05.300) 45% (Under new item 58.05.411) 20% (Under new item 58.05.419) 65% (Under new item 58.05.490)	30% 10% 45% Free 33% 12% 49%
58.05.120	Tubular tie material	40%	22½%	65% (Under new item 58.05.290) 65% (Under new item 58.05.490)	45% 49%
58.05.13	Containing not less than 20% by weight of wool, not being fabrics falling within paragraph 58.05.11 or 58.05.12:				
58.05.131 58.05.132	Weighing not more than 4·5 ounces per square yard Weighing more than 4·5 ounces per square yard and not imitating furs	45% 45% or, if higher, $0·55 per sq. yd.	22½% 22½% or, if higher, $0·55 per sq. yd., less 22½%	45% (Under new item 58.05.211) 20% (Under new item 58.05.219) 7½% (Under new item 58.05.220) 65% (Under new item 58.05.290) 45% (Under new item 58.05.411) 20% (Under new item 58.05.419) 6% (Under new item 58.05.420) 65% (Under new item 58.05.490)	30% 10% Free 45% 33% 12% Free 49%
58.05.139	Other	45% or, if higher, $0·55 per sq. yd.	32½% or, if higher, $0·55 per sq. yd., less 12½%		
58.05.140	Wholly, or containing not less than 50% by weight, of silk, printed, not being fabrics falling within paragraph 58.05.11, 58.05.12 or 58.05.13	$0·125 per sq. yd.	$0·087 per sq. yd.		
58.05.150	Containing not less than 20% by weight of man-made fibres, not being fabrics falling within paragraph 58.05.11, 58.05.12, 58.05.13 or 58.05.14	$0·271 per sq. yd.	$0·25 per sq. yd.		
58.05.160	Containing man-made fibres, not being fabrics falling within paragraph 58.05.11, 58.05.12, 58.05.13, 58.05.14 or 58.05.15	$0·033 per sq. yd.	$0·012 per sq. yd.		
58.05.170	Wholly, or containing not less than 50% by weight, of silk not being fabrics falling within paragraph 58.05.11, 58.05.12, 58.05.13, 58.05.14, 58.05.15 or 58.05.16	$0·067 per sq. yd.	$0·029 per sq. yd.	45% (Under new item 58.05.211) 20% (Under new item 58.05.219) 7½% (Under new item 58.05.220) 65% (Under new item 58.05.290) 45% (Under new item 58.05.411) 20% (Under new item 58.05.419) 6% (Under new item 58.05.420) 65% Under new item 58.05.490)	30% 10% Free 45% 33% 12% Free 49%
58.05.18	Wholly, or containing not less than 50% by weight, of cotton, not being fabrics falling within paragraph 58.05.11, 58.05.12, 58.05.13, 58.05.15 or 58.05.16:				
58.05.181	Printed, dyed or coloured	$0·017 per sq. yd.	$0·004 per sq. yd., or, if lower, 5%		
58.05.182	Bleached, not printed, dyed or coloured	$0·008 per sq. yd.	$0·004 per sq. yd., or, if lower, 5%		
58.05.189	Other	$0·007 per sq. yd.	$0·004 per sq. yd., or, if lower, 5%		
58.05.190	Other	22½%	5%		
58.05.200	Terry towelling and similar terry fabrics	55% or, if higher, $0·10 per sq. ft., less 55%	17½% or, if higher, $0·10 per sq. ft., less 92½%	No change (Under new item 58.05.100)	
58.05.3 58.05.310	Narrow woven fabrics, not falling within sub-item 58.05.1 or 58.05.2: Having hooks or eyes attached, being goods of a kind used on brassieres or corsets	Note: This paragraph is to be used only if the importer holds written authority from Central Office.		Refer to sub-paragraph 83.09.211	
58.05.320	Wholly of jute or wholly of hemp or wholly of jute and hemp	Free	Free	No change (Under new item 58.05.300)	
58.05.39 58.05.391	Other: Wholly, or containing not less than 50% by weight, of man-made fibres	40% or, if higher, $0·10 per doz. yds., less 12½%	22½% or, if higher, $0·10 per doz. yds., less 30%	65% (Under new item 58.05.290)	45%
58.05.399	Other]	50% and $0·017 per doz. yds.	36% and $0·017 per doz. yds.	65% (Under new item 58.05.490)	49%
58.05.100	*Terry towelling and similar terry fabrics*	No change (Under former item 58.05.200)		55% or, if higher, $0·10 per sq. ft., less 55%	17½% or, if higher, $0·10 per sq. ft., less 92½%
58.05.2	*Woven fabrics wholly, or containing not less than 50% by weight of man-made fibres:*				

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
58.05.21	*Elastomeric fabrics:*				
58.05.211	*Having a width or flattened width, in the case of tubular fabrics, not exceeding 6 inches*	Various (Under former items 58.05.110; 131; 132; 139; 140; 150; 170; 181; 182; 189; 190)		45%	30%
58.05.219	*Other*	Various (Under former items 58.05.110; 131; 132; 139; 140; 150; 170; 181; 182; 189; 190)		20%	10%
58.05.220	*Pile fabrics having a cut pile*	Various (Under former items 58.05.131; 132; 139; 140; 150; 170; 181; 182; 189; 190)		7½%	Free
58.05.290	*Other*	Various (Under former items 58.05.110; 120; 131; 132; 139; 140; 150; 170; 181; 182; 189; 190; 391)		65%	45%
58.05.300	*Woven fabrics wholly of jute woven fabrics wholly of hemp; woven fabrics wholy of jute and hemp*	12½% (Under former item 58.05.110)	Free	Free	Free
58.05.4	*Woven fabrics not falling within a preceding sub-item in this item:*	No change (Under former item 58.05.320)			
58.05.41	*Elastomeric fabrics:*				
58.05.411	*Having a width or flattened width, in the case of tubular fabrics, not exceeding 6 inches*	Various (Under former items 58.05.100; 131; 132; 139; 140; 150; 160; 170; 181; 182; 189; 190)		45%	33⅓%
58.05.419	*Other*	Various (Under former items 58.05.110; 131; 132; 139; 140; 150; 160; 170; 181; 182; 189; 190)		20%	12%
58.05.420	*Pile fabrics having a cut pile*	Various (Under former items 58.05.131; 132; 139; 140; 150; 160; 170; 181; 182; 189; 190)		6%	Free
58.05.490	*Other*	Various (Under former items 58.05.110; 120; 131; 132; 139; 140; 150; 160; 170; 181; 182; 189; 190; 399)		65%	40%
58.07	Chenille yarn, gimped yarn (other than metallized yarn falling within item 52.01 and gimped horsehair yarn); braids and ornamental trimmings in the piece (including narrow woven fabrics in the form of fringes); tassels, pompons and the like:				
58.07.9	[Other:				
58.07.910	Piping	12½%	5%	7½% (Under new item 58.07.900)	Free
58.07.920	Braids of a kind commonly used in the manufacture of girdles for pyjamas or dressing gowns	57½% Primage 5%	27½% Primage 5%	40% (Under new item 58.07.300)	25%
58.07.93	Braids of a kind commonly used in the manufacture of boot, shoe and corset laces:				
58.07.931	Of cotton	45% and $0·042 per lb. Primage 5%	17½% and $0·019 per lb.		
58.07.939	Of other materials	45% Primage 5%	17½%		
58.07.940	Woven fabrics of a width not exceeding 30 centimetres (11·811 in.), having designs produced by broche threads or yarns	40%	22½%		
58.07.950	Blind tassels	7½%	Free	No change (Under new item 58.07.900)	
58.07.99	Other:				
58.07.991	When not suitable for attire	30% Primage 10%	7½% Primage 5%	40% (Under new item 58.07.300)	25%
58.07.999	Other]	12½%	Free	40% (Under new item 58.07.300) 7½% (Under new item 58.07.900)	25% Free
58.07.300	*Braids; woven fabrics of a width not exceeding 30 centimetres, having designs produced by broche threads or yarns; fringes of a kind commonly used on window blinds or carpets and similar fringes*	Various (Under former items 58.07.920; 931; 939; 940; 991; 999)		40%	25%
58.07.900	*Other*	12½% (Under former item 58.07.910) 12½% (Under former item 58.07.999) No change (Under former item 58.07.950)	5% (Under former item 58.07.910) Free (Under former item 58.07.999)	7½%	Free
58.08	[Tulle and other net fabrics (other than woven, knitted or crocheted fabrics), plain:				
58.08.100	Millinery nets, dress nets and veilings	17½%	5%		
58.08.9	Other:				
58.08.910	Containing not less than 20% by weight of wool	45%	22½%		
58.08.920	Containing man-made fibres, not being fabrics falling within paragraph 58.08.91	$0·033 per sq. yd.	$0·012 per sq. yd.		
58.08.930	Wholly, or containing not less than 50% by weight, of silk, not being fabrics falling within paragraph 58.08.91 or 58.08.92	$0·067 per sq. yd.	$0·029 per sq. yd.		
58.08.94	Wholly, or containing not less than 50% by weight, of cotton, not being fabrics falling within paragraph 58.08.91 or 58.08.92:				
58.08.941	Printed, dyed or coloured	$0·017 per sq. yd.	$0·004 per sq. yd., or, if lower, 5%	2½% (Under new item 58.08.000)	Free
58.08.942	Bleached, not printed, dyed or coloured	$0·008 per sq. yd.	$0·004 per sq. yd., or, if lower, 5%		
58.08.949	Other	$0·007 per sq. yd.	$0·004 per sq. yd., or, if lower, 5%		
58.08.990	Other]	22½%	5%		
58.08.000	**Tulle and other net fabrics (other than woven, knitted or crocheted fabrics), plain*	Various (Under former items 58.08..100; 910; 920; 930; 941; 942; 949; 990)		2½%	Free
58.09	Tulle and other net fabrics (other than woven, knitted or crocheted fabrics), figured; hand or mechanically made lace, in the piece, in strips or in motifs:				
58.09.100	Lace for attire; lace flouncing; millinery nets; dress nets; veilings.	17½%	5%	7½%	Free
58.09.9	[Other:				

(*Continued on next page*)

AUSTRALIA, *continued*

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
58.09.910	Containing not less than 20% by weight of wool	45%	22½%		
58.09.920	Containing man-made fibres, not being goods falling within paragraph 58.09.91	$0·033 per sq. yd.	$0·012 per sq. yd.		
58.09.930	Wholly, or containing not less than 50% by weight, of silk, not being goods falling within paragraph 58.09.91 or 58.09.92	$0·067 per sq. yd.	$0·029 per sq. yd.		
58.09.94	Wholly, or containing not less than 50% by weight, of cotton, not being goods falling within paragraph 58.09.91 or 58.09.92:				
58.09.941	Printed, dyed or coloured	$0·017 per sq. yd.	$0·004 per sq. yd., or, if lower, 5%	2½% (Under new item 58.09.900)	Free
58.09.942	Bleached, not printed, dyed or coloured	$0·008 per sq. yd.	$0·004 per sq. yd., or, if lower, 5%		
58.09.949	Other	$0·007 per sq. yd.	$0·004 per sq. yd., or, if lower, 5%		
58.09.990	Other}	22½%	5%	2½%	Free
58.09.900	*Other*	Various (Under former items 58.09.910; 920; 930; 941; 942; 949; 990)			
58.10	Embroidery, in the piece, in strips or in motifs:				
58.10.100	Without visible background	17½%	5%	7½%	Free

Special Advisory Authority inquiry result

A NOTICE was published in the *Board of Trade Journal* on January 19, 1968 to the effect that a reference had been made to the Australian Special Advisory Authority in respect of:

Sand boots and shoes (tariff item 64.02.2)

The inquiry has now been held and, as a result of the Special Advisory Authority's recommendations, temporary additional duties have been imposed as follows:

In respect of tariff item 64.02.210: the amount by which the f.o.b. value of the imported products is less than $A0.70 per pair.

In respect of tariff item 64.02.290: the amount by which the f.o.b. value of the imported products is less than $A0.50 per pair.

These new duties do not apply to goods in transit on, or before, December 28, 1967.

Further details will be published as soon as possible.

Tariff Board inquiry into drawing instruments and protractors

FURTHER TO THE notice published in the *Board of Trade Journal* dated February 2, 1968, on page 353, the Australian Minister for Trade and Industry has now advised that the goods under reference are as follows:

(i) drawing, marking-out and mathematical calculating instruments, drafting machines, pantographs, slide rules, disc calculators and the like; and

(ii) protractors, divided scales, measuring rods, tape measures and the like; being goods of a kind falling within sub-item 90.16.1 and paragraph 90.16.26 of the Australian Customs Tariff.

Details of tariff items 90.16.1 and 90.16.26 were given in the above-mentioned notice.

Tariff changes

CONSEQUENT UPON the conclusion of international negotiations in the GATT, changes have been made in the Australian Customs Tariff affecting the rates of duty payable on certain (a) footwear, (b) industrial chemicals, (c) metal products, (d) musical instruments, (e) typewriters.

Full details of these changes will be published in the *Board of Trade Journal* as soon as possible. In the meantime details of the tariff changes may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468) as soon as these are received.

SINGAPORE

Customs duty on refrigerators

SINGAPORE *Government Gazette* of February 1, 1968, amends the Schedule to the Customs Duties Order, 1967, by reclassifying and changing the tariff on refrigerators as follows:

Tariff Code No.	Description	Unit of Quantity	Old Tariff			As from January 29, 1968		
			Full	Pref.	Excise	Full	Pref.	Excise
725 011	Electric refrigerators not over 12 cu. ft. capacity, domestic type	Number	20%	20%	Nil			
725 011-1	Electric refrigerators not over 6 cu. ft. capacity, domestic type	Number				$245	$70	Nil
725 011-2	Electric refrigrators above 6 cu. ft. and below 12 cu. ft. capacity, domestic type	Number				$350	$100	Nil
725 012	Electric refrigerators above 12 cu. ft. capacity, domestic type	Number	20%	20%	Nil	$490	$140	Nil

INDIA

Changes in export duties

THE INDIAN GOVERNMENT has announced certain changes in export duties. These came into effect on February 7, 1968, and are as follows:

Description	New rate of duty
1. Tea, the value of which exceeds Rs. 8 per kg. (This replaces the previous *three* rates of duty)	Uniform rate of 20% *ad valorem* less 24 paise per kilogram
2. Hessian	Rs. 500 per tonne
3. Sacking	Rs. 250 per tonne
4. Jute specialities (items are still to be defined).	Nil
5. Coir yarn	15% *ad valorem*
6. Other coir manufactures	Nil
7. Finished leather of goat, sheep and bovine animals as well as tanned hides of bovine animals	Nil
8. Snake skins	25% *ad valorem*

Any inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Room 337, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2277).

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for individual firms is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. (Addresses in February 9 issue.)

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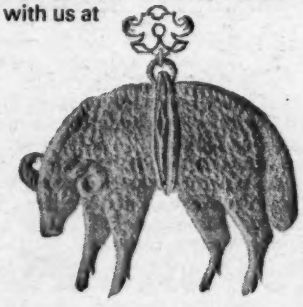

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Seam welding a 74 cu. ft. aluminium Tote bin, one of 120 bulk unit load containers ordered from Tote Systems International by the Nestle Company for their Australian operations. Six Tote Tilt units, used to convert the containers into controlled flow feed hoppers, are included in the £30,000 order for equipment to handle dried milk products.

UNITED STATES

Bottles for packaging distilled spirits

THE UNITED STATES Department of the Treasury has announced tentative proposals for regulations regarding the manufacture, sale and use of bottles for packaging distilled spirits.

In particular it is proposed to make changes in the indicia to be shown on imported liquor bottles (both filled and unfilled) used for the packaging of distilled spirits.

Prior to the final adoption of the regulations, consideration will be given to any data, views or arguments which are submitted in duplicate to the Director, Alcohol and Tobacco Tax Division, Internal Revenue Service, Washington DC 20224, by March 3, 1968. Any person submitting written comments who desires an opportunity to comment orally at a public hearing should submit his request in writing to the Director (address above) by March 3, 1968.

Details of the regulations may be obtained from the Commercial Relations and Export Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3364).

Labelling and advertising of distilled spirits

THE UNITED STATES Department of the Treasury, Inland Revenue Service, has announced a public hearing beginning at 9.30 a.m. e.s.t. on April 1, 1968, in Room 3313, Internal Revenue Service Building, 1111 Constitution Avenue N.W., Washington DC, to consider regulatory changes in the labelling and advertising of distilled spirits.

The following subjects are among those which will be discussed at the hearing:

(1) A proposal to require that statements of net contents, alcoholic ingredients, proof, etc., be printed on the brand label of bottled spirits in prescribed form.

(2) A proposal to require that statements of age be provided for *all* imported whiskies and brandies.

(3) A proposal that the regulations be amended to permit the label on domestic spirits to bear truthful statements that the spirits were distilled, warehoused, blended, etc., as the case may be, under the supervision of the United States Government. It will also be for consideration, if this proposal is not granted, whether statements of this nature should be barred from the labels of imported spirits.

Requests to present oral testimony at the hearing should be submitted (an original and three copies) to the Director, Alcohol and Tobacco Tax Division, Internal Revenue Service, Washington DC 20224, not later than March 22, 1968. Interested persons may also submit written data, views, and arguments for incorporation into the record of the hearing (an original and nine copies) with the Director (address above) to arrive not later than March 27, 1968.

Details of these proposals may be obtained from the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3364).

Imported wool products (Rule 36)

THE FEDERAL TRADE COMMISSION has announced details of nine private testing laboratories approved for the testing of wool products under Rule 36 of the Wool Products Labelling Act. Qualified laboratories will be added to the approved list from time to time. A copy of the list may be obtained from the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397)

BARBADOS

Exemptions from import duty

THE BOARD OF TRADE have received a copy of an Order which provides for the amendment of Part III of the First Schedule to the Barbados Customs Tariff (Table of Exemptions from Duty) by the addition of the following new paragraph:

Joint Research Centre of the Universities of the West Indies and Sussex.	210. Materials, furnishings, equipment and motor vehicles imported by or on behalf of the Joint Research Centre of the Universities of the West Indies and Sussex for use exclusively by the Centre, and the baggage, personal and household effects of the personnel to be employed at the Centre on a certificate to that effect of the Director or person in charge of the Centre.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

JAMAICA

Import licensing arrangements

THE LIST OF EXCEPTIONS to the Jamaica Open General Licence (see *Board of Trade Journal* of August 26, 1966, page 556) has been further amended by the deletion of item 44 (Flour, wheat, other than whole wheat flour and flour enriched . . .) and the substitution therefor of the following:

44.	Flour, wheat – baking, enriched or otherwise, other than whole wheat flour, counter and semolina flour, enriched as follows: Thiamine 2 to 2·5 mg. for each lb. of flour Riboflavin 1·2 to 1·5 mg. for each lb. of flour Niacin 16 to 20 mg. for each lb. of flour Iron 13 to 16·5 mg. for each lb. of flour

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471)

TRINIDAD AND TOBAGO

Aid to Pioneer Industries Ordinance, 1950

THE TRINIDAD and Tobago Government is considering whether the following products should be declared 'pioneer products' for the purposes of the above law: crockery; sanitary ware; enamelled glazed tiles.

'Pioneer manufacturers' of these products will enjoy income-tax relief, duty-free importation of construction material, plant, machinery etc., and other concessions. The Trinidad and Tobago Customs Laws also provide for the exemption from payment of import duties on raw materials by approved industrial activities.

Applications for pioneer status are processed by the Trinidad Industrial Development Corporation, Salvatori Building, Independence Square, Port of Spain, Trinidad (PO Box 949). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 225, Port of Spain, Trinidad.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1-19 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

Import licensing arrangements

SECTION (B) of paragraph 1 of the Exemptions to the Trinidad and Tobago Open General Licence (see *Board of Trade Journal* of November 25, 1966, page 1363) has been amended by the inclusion therein of 'South Africa'.

The effect of the above amendment is that the importation into Trinidad and Tobago of all goods of whatever description originating in or consigned from South Africa is subject to specific import licence. The Trinidad and Tobago Ministry of Industry and Commerce have also announced that until further notice no such licences will be issued.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

CHILE

Modifications to customs schedule

THE CHILEAN *ad valorem* charge on photographic cameras weighing more than 100 KN each (tariff item 90.07.01.02) has been reduced to 60 per cent; on toy or working model sets and construction kits, of an educational character (tariff item 97.03.01), the duty has been suspended and the *ad valorem* charge reduced to 50 per cent.

BOLIVIA

Valuation of imports

HM EMBASSY, La Paz, report that a recent decree establishes a minimum c.i.f. value per gross kilo for some 60 items in the Bolivian tariff; *ad valorem* duties will be calculated on the invoice value or the official valuation, whichever is the greater. The goods affected include certain foodstuffs; wines and spirits; wadding, gauze and bandages; cosmetics and perfumes; soap; photographic and radiographic film, paper and chemicals; tyres and tubes; travel goods; textiles; cotton yarns for retail sale; clothing. Inquiries about this notice should be addressed to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474 or 476).

ARGENTINA

Duty-free entry of imports

ARGENTINE GOVERNMENT DECREE No .9539 published on January 11, 1968, provides for duty-free entry for imports of the following goods when destined for the manufacture of motor vehicle tyres and inner tubes; these imports will be subject to the proof of use regulations.

Tariff Item	Product
40.01.00.01	Natural rubber
40.02.00.04	Synthetic butyl rubber
40.02.00.05	Synthetic poly-isoprene rubber
40.02.00.06	Synthetic cisopolybutadiene imported in compensation for butadiene of national origin which is exported

A 3½ cu. yd. Ruston-Bucyrus 71-RB excavator, five of which have now been sold to Argentina in a £300,000 order won against European and American competition. Devaluation was an important factor in securing this contract. Picture shows one of the Western Excavating Company's fleet excavating china clay overburden at one of the workings of English Clays Lovering Pochin and Company Limited, St. Austell.

Argentine tyre manufacturers will be required to use a minimum of one kilo of national synthetic rubber for each kilo of imported rubber of sub-heads 40.01.00.01 and 40.02.00.05 above.

Import regulations

DECREE NO. 4 of January 17, 1968, made illegal the importation into Argentina of mild steel sheets, hot and cold rolled, with less than 0.4 per cent carbon content (tariff items 73.03.00.00, 73.13.02.01 and 73.13.03.01). Decree No. 117 of January 24, 1968, introduced similar regulations in respect of steel bars (tariff items 73.15.09.00 and 73.15.10.00).

URUGUAY

Imports of merchant ships

HM EMBASSY, Montevideo, report that a recent decree provides for a period of one year, for merchant ships less than 20 years old and of more than 1,000 tons displacement, and imported to be registered as Uruguayan flag vessels, to be exempted from payment of the import tax laid down in Article 70 of Law No. 13420 of December 2, 1965, amended by Article 23 of Law No. 13637 of December 21, 1967. The exemption will amount to 100 per cent of the said tax in accordance with Article 177 of the latter law, and will include customs duties and additional charges, other taxes, etc.

ANGLO-PERUVIAN TRADE BULLETIN

A regular monthly printed commercial bulletin is now being produced under the joint auspices of HM Embassy and the Peruvian British Trade Centre. The bulletin is distributed free. Firms in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin. Details, Embajada Britanica, Casilla 854, Lima.

PARAGUAY

Exchange surcharges

LAW NO. 1334 which came into force on January 1, 1968, provides for exchange surcharges on imports into Paraguay to be applied as follows:

(a) on products classified under customs code paragraphs 11, 115, 118, 328, 334, 363, 364, 366, 376, 377, 378, 379, 380, 381 to 387: importations originating from member countries of the Latin American Free Trade Association (L.A.F.T.A.), 8 per cent;
(b) on fuels derived from petroleum, 15 per cent;
(c) on products negotiated in accordance with the Treaty of Montevideo and incorporated in the Paraguayan list, the percentages negotiated;
(d) on products originating from countries of L.A.F.T.A. and not incorporated in the Paraguayan National List, and on goods in general from countries outside of L.A.F.T.A., with the exception of the goods listed in (a) above, 32 per cent;
(e) on products classified under customs code paragraphs 694 and 1175 (loose parts) and materials for radio apparatus and accessories and record players and their accessory parts, from any source, a surcharge of 5 per cent will be applied in addition to existing surcharges.

The exchange surcharges will be levied on the c.i.f. value of the goods.

Imports of the following are exempted from payment of exchange surcharges:

(a) wheat and crude petroleum;
(b) equipment for prospecting for, and exploration and exploitation of hydrocarbons;
(c) those made by Central Government departments provided that such imports are authorized by executive decree and covered by the national budget.

The latest batch of luxury AEC Regal VI coaches which has just arrived in Peru brings the total of Regal VI coaches/buses exported around the world to 1,500. The heavy duty vehicles, designed and built exclusively to meet overseas operators' requirements, feature prominently in fleets in South America, Africa, Australia, Holland, Belgium, Luxembourg and Greece. The picture shows one vehicle from a consignment of 12 AEC Regal VI coaches exported to Peru awaiting its turn to be loaded on to a ship.

Countries grouped by continents

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible. Countries are listed alphabetically on the Contents page.

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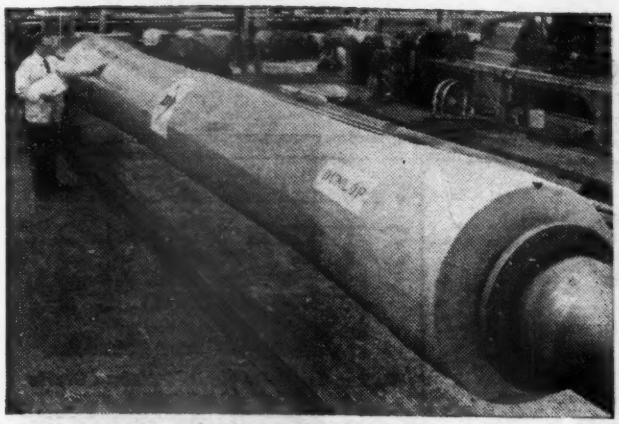

What is claimed to be the world's largest bore integral floating hose has been developed by the Dunlop Hose Division and manufactured at its Grimsby factory. The internal bore of this hose is 20 inches. Floating hose is used for loading and unloading oil tankers at offshore mooring installations and the Dunlop integral type, in bore sizes up to the previous largest 16 inches, is widely used by oil companies throughout the world. The whole output of Dunlop floating hose is exported and the reduced overseas selling price resulting from devaluation promises an even further increase in exports in 1968.

BSR Limited, the Midlands-based record changer and tape deck manufacturer, claims the achievement of holding 80 per cent of the United Kingdom market and yet exports 80 per cent of all production. The picture shows a section of the BSR Shipping Department with two Flexowriters in the foreground, the Computyper (left background) and telex machine (right background).

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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months

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United States consular offices in the UK	17 June 1966

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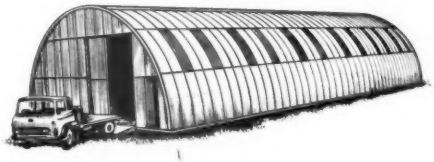

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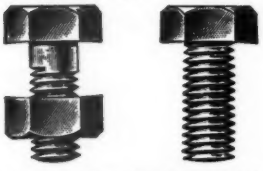

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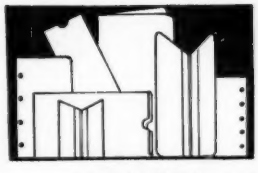

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